STANDARD OIL CO'S **TIN CAN OIL** Is used by 95 per cent. of the CANNING TRADE. Why? Because it is best and cheapest, and is for sale everywhere by Tank Wagon, in Barrels or Iron Drums.

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THE CANNED GOODS TRADE

An Independent Journal of the Canning AND Allied Industries

BALTIMORE, FRIDAY, MARCH 23, 1906.

The BEST QUALITY DELIVERY CANS

American Can Company.

SOUTHERN DIVISION

BOSTON & HUDSON STREETS.

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BALTIMORE

Quick Shipments. Best Goods.

Weekly Review

Of the Canned Goods Situation. Market Reports.
Conditions and Changes. Outlook.

The whole country has been feeling the result of a break up in winter conditions. The peculiar spectacle has been presented of a contradition of the very conditions to which we called attention a week or two ago. Snow has covered the face of nearly the whole country about five inches in depth, except in California where the depth is reckoned by many feet, and in all cases it has been followed by rain which almost immediately reduced it to a fluid condition, with resulting freshets and floods in all sections from Canada to Louisana. We thus witness nature recuperating, so to say, in her weather conditions after a very sleepy delay. Should a dry summer follow this broken up spring, there might be losses in many of the staple crops from unusual conditions in the soil. But nature usually takes care to equalize things in her movements.

We have passed the calendar season of the equinox, and the spring period actually commences at this time of the year. The only local crop in which the canners are concerned at present is in the extent and time of the pea planting that has been done. For of late years it has become a known fact that the quality of the pea crop depends upon the season of the planting. The lesson learned some few years ago in respect to the pea lice was a valuable one, and taught all growers that to have all pods free from this pest the seed must be planted before the cold weather entirely ceases. This insures not only an early crop but one that is free from "vermin" of all kinds.

As this is going to be an important season in pea packing, especially important to a great many packers who are just beginning, it is probable much attention will be given to peas as they come in. It is also probable that demand for this article will cause an advance in growers' prices. It is encouraging however to note that the market in respect to peas in all relations is in a very satisfactory condition; and machinery men will probably reap their share of the harvest.

Reports in respect to pineapples are very quiet, but as this crop will come in about the same time as green peas, it also gets consideration from the packers at this time. The crop will probably prove an average one. There has been nothing in the way of desasterous storms or weather to interfere with its average quality or quantity. The steady increase of demand and consumption of canned pineapples will make call enough for all the production that can be sent to these markets, as we believe consumption is increasing more rapidly than production. In fact there are few things on the canners' list which show such a

steady appreciative increase and steadiness of value as do pineapples.

The market for corn appears to be governed by the situation of the jobbers. These gentlemen seem to reason that financial conditions do not call upon them to absorb stocks; that as there have been carried over what is computed as enough canned corn for the entire year, they will be always able to secure supplies of spot stocks at any time. They are therefore acting to allow the packers to carry the bulk of supply in stock; willing to take the inevitable result of an increase of value with the consumption of the supply. The fact that the packers in general have learned the great lesson, that it is better to let a year go by without packing than to keep the prices down below cost, is the other factor in the opposite side of the question.

Of couse the same business calculation affects the tomato market in a somewhat similar way. In respect to the tomatoes however it is purely speculative. It is pretty well computed that there are not tomatoes enough to over supply the market before the new season, it is therefore a question of merely a stand off between the jobbers' caution and the extensive syndicate, whose weakness lies in their number. Two things are evident at present, and these can be described as showing in the fact that the market is more willing to absorb the tomatoes, than the members of the syndicate are able to pull together. In fact scarcely two brokers are of one mind in respect to the values of tomatoes, at least in their quotations on tomatoes. The real value of tomatoes depends altogether on which of these forces best agrees with itself. The bears among the jobbers may succeed in breaking prices still further, but it is believed there are enough tomatoes in wholesale hands to equalized the depressing effect of bears in the market. Confidence within the syndicate may therefore bring prices up again to $1.15 per dozen before the first of May. And this is as good a diagnosis of the market as can be made.

Peaches are also attracting the attention of the packers. It is believed that in the East the greater bulk of the peach packing will be done in Georgia and the Southern states. But Maryland both west and east, has escaped the rigors of winter and spring dangers and will probably get an average crop.

Beans we believe will receive more than usual attention this season. And sweet potatoes will once more be heavily handled. It is again the fact packers in all directions are looking for new articles of steady supply for the daily table. The great development that has followed the packing of pork and beans and a little later on of sweet potatoes has made many reckon that there are other fields that can be worked as successfully, the convenience and comfort of the kitchen being recognized as having much to do with the demand.

There is no reason, for instance, that the housewife should not particularly favor such efforts as the packers wish to make in the matter of sliced onions ready for the pan for many uses, for such an article could easily become of general demand, if only to save the tears of the women in the kitchen.

Little by little the canned goods business will thus usurp much of the duties of the cook in the culinary department, and we believe the packers in general are as willing to help the public in this respect as the public is willing to be helped.

More than this, despite the cost of the can, the saving of waste to the housekeeper often puts the price of goods prepared in the can at a lower figure than the original article can be bought in the market house. Also, the retail grocer is only too glad to have all goods in convenient package shape as the tin can presents them. And we know that molasses in the tin can, hermetically sealed, has become one of the staple articles of the retail grocer.

On another page we call attention to a correction made in our remarks on cans, made last week.

At the present time there is no advance in the quotations of tin plates, but, as there has been a small advance on pig tin in London during the past week, with a larger advance and quite a stiff market in New York on the same article, it is probable that an advance in tin plates is contemplated. Whilst we are aware that very few orders for cans are being placed considering the season, we do not regard this as likely to continue, as the probability of an advance in tin plates makes reasonable the probability of an advance in tin cans. And we are now at the season for the placing of large orders for the packers' seasonable uses.

Pig tin has advanced here slightly, and is quoted now at $37.12½ to $37.25, as against $36.50 to $36.75 last week.

There is no advance in the quotations for lead; solder also remains at previous figures. For canners' metals, see regular page.

A GOOD THING TO DO

If you are not already using KNAPP LABELERS and BOXERS it would be a good thing to get posted regarding these labor-saving propositions. Now is a good time. Possibly you may have some goods to label; if so let us send you a KNAPP OUTFIT on trial. We make a special Labeler for canners for use by hand, which we offer at a considerable lower price than our Power Machine. We have sold a good many of them the past season, and users are highly pleased. Each Labeler and Boxer fully guaranteed. Write us for prices, : : : : :

THE FRED. H. KNAPP CO.
41 RIVER STREET, CHICAGO

BERGER, CARTER CO., SAN FRANCISCO, CAL.
PACIFIC COAST DEALERS

New York Market

Reported by Special Correspondent. Market Conditions, Changes and Outlook.

NEW YORK, March 21.—With the exception of tomatoes everything in the market seems to be tending toward an easier basis. Corn has been offered lower, and there have been rumors of sales of salmon at shaded prices. Movement is rather slow, and conditions are not as promising as was hoped a short time ago.

Tomatoes.—While offerings of full standard Maryland 3s tomatoes have been fairly large at $1.05 to $1.07½ f. o. b. factory, the quantity available at those figures is gradually diminishing. Occasional lots have been offered at $1.02½, but it is rather difficult to buy at that price now. It is stated on good authority that syndicate interests have been free purchasers at $1.02½ delivered, and are largely responsible for clearing the market of goods at that price. It is reported that the syndicate contemplates some sort of a movement to restore the confidence of jobbers. A part of it is said to be the offering for a limited time of full standard 3s at the lowest quoted price. This would be done to crowd out weak holders and prevent their coming into the market later with reduced prices. Jobbers seem content to supply only pressing requirements, and there is no disposition to buy in a large way. Some local jobbers are still selling from their surplus stocks at the prevailing market, though none of these sales are large. Futures are unchanged. Marylands are quoted at 75c to 80c and New Jersey 3s at 90c. Demand is unimportant.

Corn.—Western packers are in the market on futures on the basis of 52½c f. o. b. factory, but these offerings attract little attention. Prices are still easy on spot offerings, with business possible at 47½ to 50c delivered here as to quality. Good spot state corn is offered at 57½ to 62½c here. Southern futures are offered at 55 to 60c f. o. b. factory for Maine style pack. A somewhat easier feeling is reported in future Maine corn, with offerings in some quarters quoted down to 82½c delivered. Packers are showing move disposition to meet buyers ideas regarding price and at least one lot was offered at 80c delivered. The opening basis was 82½c f. o. b. Portland on fancy, but with old fancy corn offered at 75c buyers were slow to take hold. Spot, so-called fancy Maine, corn could be bought at one time during the week at 65c delivered. Naturally jobbers give spot corn the preference as showing the larger profit on the investment.

Asparagus.—The packing season on the Coast is opening. Several new factors have appeared in the asparagus situation. It is probable that the new canneries will increase the output over last year by 50,000 to 65,000 cases, though this is somewhat dependent upon the weather. The acreage is close to 10,000 and when this is all producing the pack will be considerably increased over last season's. There is undoubtedly a market for a good deal more than is now put up, but as the increased acreage comes into bearing there is likely to be a closer margin to prices than there is now.

Salmon.—U. H. Dudley & Co., and Thomas Roberts & Co., have bought a large block of red Alaska salmon. The exact quantity purchased was withheld, as was also the price. The transaction was without effect on the market and all the parties interested are still quoting $1.00. Unusual demand from jobbers is a feature, and while no important lots are moving from first hands, it is expected that later jobbers will be forced into the market to take larger lots. Spot pinks are firm at 90c here. Sockeye halves are selling in a small way at $1.12½. Columbia river flats and halves are wanted, but difficult to obtain because of scarcity.

HUDSON.

GERMAN AMERICAN CHEMICAL WORKS

L. Sonneborn Sons.

We don't expect you to take our word for it that

Our Soldering Flux is the Best

But we do expect you to give it a trial on the strenght of our assertion and after that you will believe what we say.

Our "AMALIE BRAND"

Fruit Colors, Bleaches and Preserving Salts are famous because they are good.

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NEW YORK, BALTIMORE, PHILADELPHIA, BOSTON,

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NEWARK, N. J. PETROLIA, PA.

"Our Dumb Animals."

There is a little paper which comes to our office regularly every month, and has been coming for years, that we have never failed to read—from cover to cover and every word. We never read it but we feel a better man, life seems to contain more—to be worth while—and we do not believe anyone reads it but feels such sentiments. We refer to *Our Dumb Animals*, the official organ of the Humane Societies for the Prevention of Cruelty to Animals, edited by a man who has passed four-score, but who is still fired with zeal for the welfare of dumb creatures, just as he has been all his life—Mr. George T. Angell.

Mr. Angell is known throughout the world because of the work he is doing, and every newspaper editor in the country reads *Our Dumb Animals* every month, as they all receive it, for there are 60,000 copies sent out every month. His words of advice are famous for their wisdom and we have often found many helpful thoughts in them.

But in one particular Mr. Angell has gone wrong, has been alarmed by the discordant, senseless screech of our daily papers over pure food. Overlooking the fact that these vultures of public life and business swoop down on anything and everything that savors of uncleanliness, that they may vent it upon the whole public regardless of sense or reason, Mr. Angell has read their accounts of the dastardly attempts of food manufacturers and purveyors to exterminate the whole human race by poisons, and believed them! He does not realize what huge mountains they have made from mere molehills; how they seek to spread the evil of one small spot over the whole commercial body, excepting none.

In the March issue of *Our Dumb Animals* he says: "Dangerous and poisonous adulterations of our foods, drinks and medicines have now become so common in this country that no man, woman or child is entirely safe." And in another part of the same issue, under the heading, "Worth Remembering,' "Avoid using anything acid which has been kept in a tin can."

The fact in the case is: The country never was so free of impurities in foods as it is today. But even in the old regime the world was not depopulated nor were its inhabitants dying by the score, as the daily papers would make us believe they should have died. Mr. Angell himself has lived eighty odd years, if we remember rightly, and lived and waxed strong—and may he be spared to us many more—on the terrible food of those days. We will not deny that there was some cause for the complaint, but nothing like what these daily papers would make us believe. It is surprising that able, conservative, old-established newspapers will allow some of their scatter-brain, boy reporters to work up such colossal stories of poisoning, deception and death, as to scare our entire population, and even such men as Mr. Angell. And these stories are usually founded on some foolish action of some careless person who has put away a half-eaten box of sardines, allowing the box to stand for several days until the contents has commenced to decay, and then because sickness and possible death result from eating the balance, damnation is hurled at all things in cans, at canned goods, the purest, cleanest, most healthful form of food served to man!—a form of food that if it be not properly preserved, or if the can should spring a leak, announces the fact by a warning whistle of escaping air, of bad smell, only requiring the sense of the user to note the warning. All fruits are acid, and as such would be excluded by Mr. Angell as unfit for consumption, if contained in tin. Speaking generally, they could not possibly be cleaner or more healthful than as they are now found in tin. They are packed in the orchard direct from the trees and not subjected to the dirty handling of hundreds on the stalls of the markets and before they reach there.

We could point out the origin of the poisoned-milk stories in the careless mother who allows the baby's bottle to stand in the hot days of July and August with some milk in it; and when the next nursing is to be given simply empties the milk out, half or not at all washes the bottle, refills it and feeds the new milk and all the germs that have accumulated in the nipple and the old milk to the infant, causing no end of troubles and a great percentage of the deaths.

This human carelessness is never considered, but all blame thrown upon the sardines because they were in cans or upon the milk as having been poisoned.

Your position is too exalted to permit such mistakes, Mr. Angell, and if you would do all the world the greatest good, educate some of the dumb animals in our daily newspaper offices.

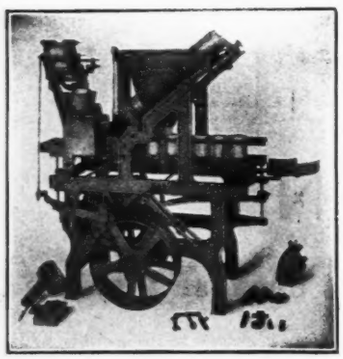
Failure of Johnson & Radcliffe, of Cambridge, Md.

James C. Johnson and William H. Radcliffe, trading under the firm name of Johnson & Radcliffe, executed a deed of trust March 16 for the benefit of their creditors, naming John R. Pattison, B. J. Linthicum, Sewell M. Johnson, Daniel H. Lecompte and W. Lake Robinson as trustees. For several years the firm has been largely engaged in canning tomatoes and other vegetables.

The amount of the liabilities has not yet been given out, but will exceed, it is said, $80,000. The firm met with heavy losses on its pack of two years ago and was equally unfortunate with the pack of last summer.

TOMATO PACKERS' REQUIREMENTS.

KING TOMATO FILLER



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BUCHANAN - - - VIRGINIA

THE VIRGINIA CANS have been largely used throughout the South and the Middle West during the three years we have been manufacturing them.

Our constant aim has been to make them equal to the best on the market. How well we have succeeded is shown by the fact that packers who have used them have almost without exception continued to buy from us.

As our business has grown our plant has been enlarged to more than three times its original capacity, and with the enlargment we have introduced improved methods.

Those who are interested in cans, for either present or future needs, are invited to write to us for information as to prices, deliveries, etc.

Sample cans and booklet containing testimonials will be sent on application.

VIRGINIA CAN COMPANY

BUCHANAN - - - VIRGINIA

Jobbers' Views

Conditions as Observed by Leading Grocer Journals of Various Sections and Their Comments.

New York.

The demand for canned goods is not noticeably fuller, but retailers are reported by wholesalers to be buying more freely. The tomato situation and outlook continue uncertain. It is easy to find plenty of bullish talk among holders of tomatoes, but, nevertheless, there are offerings of No. 3 standards at $1.05 per dozen delivered here. It is reported with apparent confidence that the syndicate is about to jack up the market once more. It will be remembered that the combination has tried this more than once and that the market refused to stay jacked. However, there is still nearly half a year of consumption before the 1906 pack can be ready. Indeed, the heighth of the tomato-canning season is seldom reached until September. Say there are six months to wait, where are the goods to come from if that half year is to be covered? The stocks are certainly smaller than usual, but how much smaller? The syndicate probably holds a quantity insufficient to accommodate the public's wants during the remainder of the season, unless the price should be materially advanced, but nobody can say with accuracy how many cases of tomatoes are carried by outsiders. The market may soon take a sharp turn for the better, or hang in uncertainty for many weeks. The demand for cheap corn has not yet exhausted the offerings, and at the moment the movement is quiet and the tone easy. There is talk of business being done at 75c. for future Maine corn f. o. b. Portland, but holders generally hold out for 80c. to 82½c. f. o. b. Peas are showing a good tone; the early spring is generally a good time for testing the strength of the market for canned peas. Beans are held at full prices. The fruit department is quiet. Salmon is in better request and pink is growing firmer as supply diminishes.—*Merchants' Review.*

Philadelphia.

The syndicate's price on tomatoes is still at $1.15, but, needless to say, no sales are being made at that figure, as any reasonable quantity of outside goods can be bought at $1.05 to $1.10. Outside the syndicate holdings, the general tone of the market is weak. The future of the market depends on how long the independent holdings last. It is believed that the combine intends to let the market drop to $1 and then buy in everyting available. If that course is followed prices will advance without a doubt. Nothing new has developed in corn. The market is weak and sales light, except for deals made here and there at a concession. Peas are firm and active. Peaches are quiet and unchanged. Apples have at last reached the prophesied point of $3.25, sales having been made at that figure during the week. It is unlikely that the price will get higher, as all holders seem willing to sell at the ruling figure. The Baltimore line shows no change, and neither does the California line. Future tomatoes are in very fair demand at 75c. for Marylands and 95c. for Jerseys. Future corn is slow. Peas for future delivery have been in very good demand and many packers have sold up.—*Grocery World.*

Boston.

We note a steady tone to salmon, with some business being transacted. Domestic sardines are moving quietly.—*New England Grocer.*

Chicago.

General conditions in the canned goods lines are unchanged, which means that prices on practically everything in the fruit and vegetable line is very firm. Tomatoes hold about steady for spots. Futures are very firm, as the canners seem disinclined to accept many contracts this year, at least for the present. Corn is steady and in good demand. Peas are extremely firm, owing to scarcity of supplies. Supplies. Packers report themselves about sold up of the 1905 pack of peas. String beans are an item which is firm, with the demand good. Apples are scarce and firm and expected to advance. In canned fish, sardines are firm, also salmon, which is increasing in demand from consumers. Canned shrimp and lobsters are firm and the supply very small. California asparagus has sold freely for future delivery. The pack will be larger than a year ago, but will still be less than before the flood, which three years ago destroyed the beds of the biggest canner of asparagus in that State. Fruits of every description are firm. Reports from California are very strong.—*Grocers' Criterion.*

Tacoma, Wash.

Jobbers report the movement of canned fruits as the heaviest in the history of the trade. The market generally is strongly sustained, and in some directions there is a growing scarcity of supplies. This applies particularly to plums, while gallons in all departments are rapidly disappearing.—*The West Coast Trade.*

Montreal, Can.

Tomatoes continue in great demand. Supplies at present are very small, it being impossible to obtain tomatoes in quantities demanded. Th

WIRE BAR SEGMENT

SOLDER

Having secured greatly enlarged quarters we are now equipping them with the latest improved machinery, so that we will be able to take care of this year's orders for Solder in an even better manner than before and

OF AN IMPROVED QUALITY.

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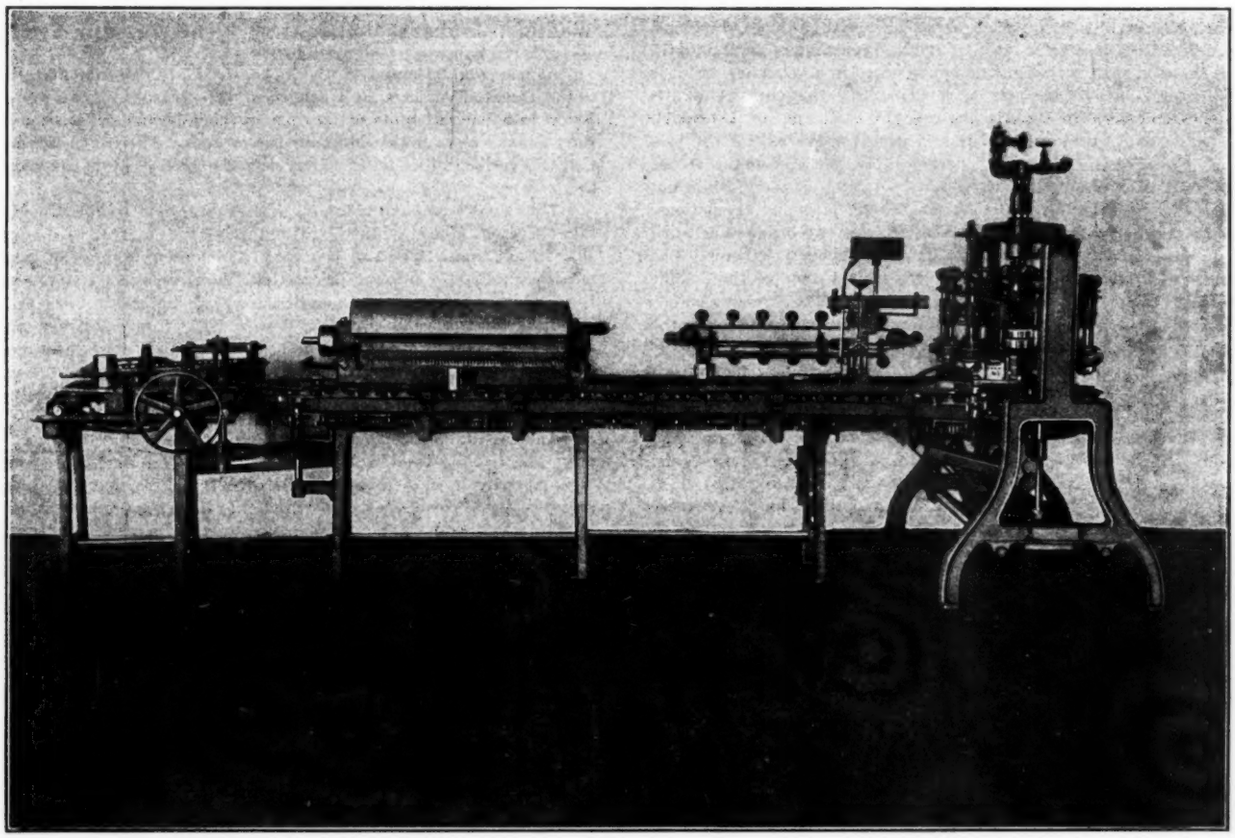

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not looked upon as serious, as it was probably made to draw out the held stocks. Gallon apples are offered from $2.75 to 2.77½, but are subject to withdrawal or advance in price at any time, owing to the scarcity of apples in any shape or form, and the high price asked for such as are obtainable. There is the usual demand for corn and peas.

Toronto, Can.

The Canadian canners have advanced the price of standard gallon apples from $2.50 to $2.75, and in their advice to the trade state that their stock is low and that there is a good demand from England. The new pack will not be in before October 1. and they urge immediate purchasing. Canned cherries are also raised 10c. all round. Tomatoes are not above last week's quotation, but the market is very bullish. One dealer said he expected to see them at $1.20 within a month. They are too scarce to be classified, and $1.05 to $1.10 is the range of prices on the street.—*Canadian Grocer.*

London, England.

Salmon.—The market for British Columbia is quiet, but firm, and the available stocks of flats, half-flats and talls are small, particularly here. The Ping Suez, which is the next vessel expected here with a large shipment, has been delayed and instead of arriving at the beginning of next month, price is unchanged at $1.10. A rise of 10c. is noted in all cherries, but it is as was anticipated, she will not now reach here until the end. Alaska is quiet, but unchanged. The Umbria has brought 630 cases to Liverpool. The *Seattle Trade Register* states that a hearing for the bill for the protection and regulation of the Alaska fisheries will be held before the House Committee on Territories on March 7. Alaska salmon canners, while not united as to changes desirable in the Alaska salmon laws and regulations, are generally opposed to the bill, and a committee of two has been selected to go to Washington and protest against its objectionable features. The same paper states that the Fishermen's Protective Union of the Pacific Coast and Alaska has issued a call for the selection of all fishermen's unions of the Pacific Coast of delegates to convene March 12 at Astoria, Ore., for the purpose of organizing a general Union. Lobsters are without any feature of interest, but the market maintains a firm tone. Sardines have met with a little more inquiry towards the latter part of the week, and the market is strong, with a firmer tendency. Recent arrivals include the Lista with 2,007 cases, the Roman with 601 cases, the Peninsula with 3,610 cases and the Dragut to Newhaven with 625 cases. Meats.—Business is fairly good at unchanged rates. Fruits.—The trade are evidently realizing that apricots at their present prices are worth attention, and there has been more movement in these this week, especially in the cheaper qualities, and the tendency is firmer. Other kinds are steady. Pines continue in slow demand, both on the spot and forward, but prices are unchanged. The Palawan has brought 2,175 cases and the Idomeneus 2,465 cases pines.

Liverpool, England.

Salmon.—Since our last report the Tydeus has arrived at Liverpool and is discharging quickly her very large cargo of salmon. The goods have apparently come upon a very hungry market, and the whole of this large shipment will soon be cleared. Prices continue exceedingly firm, with a strong upward tendency. Sardines.—There is more inquiry for these and also a better demand for good grocery quarters. Fruits.—The demand of the last week or two for apricots keeps up, and there is a large inquiry, particularly for those of No. 2 grade. Pears and peaches are firm at late rates. Pines.—There has been a rather better inquiry during the past week on the spot, but market transactions are limited. Quotations unchanged. There is not a great amount of business passing forward, as a fairly large trade has already been done. Packers' prices are steady.—*Grocers' Gazette.*

Western Jobbers "Knocking" the Tomato Syndicate.

As may well be supposed, the jobbers as a body do not take favorably to the Tomato Syndicate, as it is known. The reasons for this are obvious. But of late their attempts to break it up have been more determined and their attacks more noticeable than ever before. There can be no doubt that this is due to the fact that they need the goods, but do not want to pay the price.

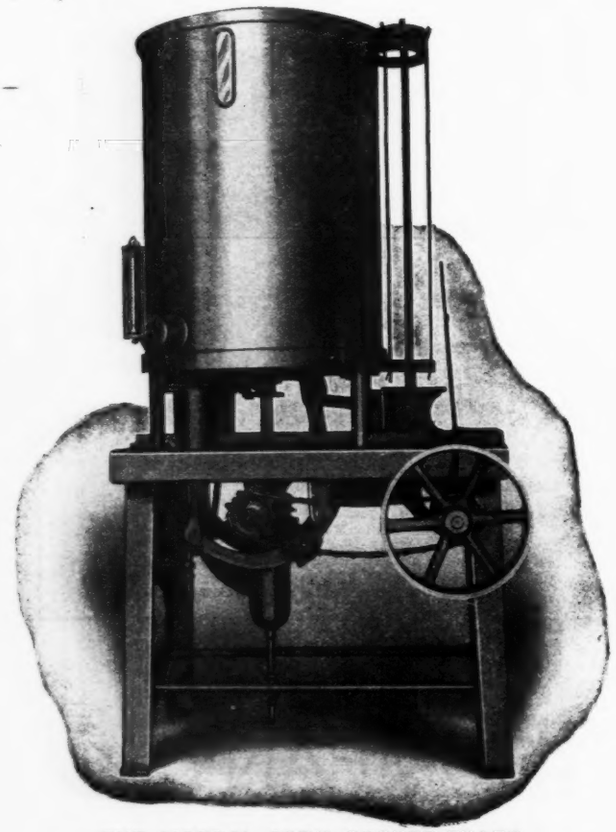
Thus a correspondent of the *Eli Grocer*, St. Louis, writing from Chicago, takes several flings at it, the first like this:

"The Tomato Syndicate is suspected of loosening up a few carloads of tomatoes indirectly at lower prices than their announced and guaranteed list. Chicago jobbers have bought a few Indiana and a few Ohio No. 3 standard tomatoes this week as low as $1.15 f. o. b. Chicago and some Maryland standards at $1.10 net and $1.12½ regular f. o. b. Chicago.

The best-informed buyers, however, hold that such is not the case, and that the parcels now coming in are merely the holdings of trailers, who have concluded to close out and quit."

And then in another place breaks out again:

"Has not the Tomato Syndicate made a mistake in assuming a position of antagonism toward the wholesale grocers? It is said that they have resented the wholesale grocers' attitude in refusing to come into camp and



THE MORRAL CORN COOKER-FILLER
The simplest and best Cooker out. Do not fail to see the Morral before you place your order.

MORRAL BROTHERS

MANUFACTURERS OF

The Morral Green Corn Cutter

The Morral Corn Cooker-Filler

The Morral Can Wiping Machine

The Morral Labeling Machine

The Morral Tomato Scalder

And other Canning Machinery.

Write for Catalogue and further information. If you have any machinery that you would like to replace with new and up to date machinery, write us and let us know. No doubt we can make you a proposition that will interest you. It will pay you to get our terms and prices before you buy.

MORRAL BROTHERS,

MORRAL, OHIO.

A WORD OR TWO ABOUT CAPS

TO THE CANNING TRADE

After you have selected your make of cans, and we assume that you have done this with due regard to the materials used, the workmanship employed, and the reliability and the responsibility of the can maker, there naturally arises the question of closing the can, whether you will buy the solder hemmed caps, or use the plain cap and buy solder.

The solder hemmed cap is growing very rapidly in favor. Its use is becoming more and more general each year, both East and West. There are many reasons for this; its great convenience, being always on hand and ready to use, its uniformity in making a good sure closure, and the greater capacity for capping regardless of the method or the machinery used in capping, and further, taking year in and year out, its CHEAPNESS. Take this year for instance and the economy of using solder hemmed caps is very apparent.

But whether you use the solder hemmed cap or the plain cap (we furnish both) we want you to observe the perfect fit of our caps, the clean cut edge, the freedom from burrs——in fact the CONTINENTAL CAP is fast becoming as well known as the CONTINENTAL CAN, of which it forms a very important part.

Of course you have seen our cans and caps, but if you have not, just drop us a line and we will gladly send you some samples.

Awaiting your commands, we remain,

Very truly yours,

CONTINENTAL CAN CO.

Thomas G. Cranwell, President.

Continental Can Company

DIRECTORS:

T. G. CRANWELL, Prest.
A. W. NORTON, Vice-Prest.
F. P. ASSMANN, Secy. & Treas.
J. C. TALIAFERRO,
B. H. LARKIN,

C. A. SUYDAM, Sales Agent.

Factories, CHICAGO, ILL., SYRACUSE, N. Y.

buy their holdings at the price they have set upon them when there has never been a day when the wholesale grocers could not buy cheaper from outside holders.

Who Is the Syndicate?—The members of the Tomato Syndicate, who are running the corner on the tomatoes, are said to be in part as follows:

Smith, Rouse & Webster, bankers, Aberdeen, Md.
Van Camp Packing Co., Indianapolis, Ind.
Wakeham & McLaughlin, warehousemen, Chicago.
W. H. Nichols & Co., brokers, Chicago.
J. M. Anderson & Co., St. Louis.
Gettys & Gilbert, St. Louis.

And a number of others whom your correspondent was unable to definitely place. It is not such a strong combination as many have supposed, as the entire combined commercial rating of all the members of the syndicate does not aggregate to exceed one million dollars, and they own one and a half million cases of tomatoes at an average cost or 90c. per dozen, or $1.80 per case, or an investment of $2,700,000.

This, however, is not so much, as the goods are staple and are easily safe to hold for several years, if necessary, and then their average cost is not to exceed 10c. per dozen for future delivery prices for 1906 packing, to which, however, must be added carrying charges of about 5c. per dozen to date, making their cost average 95c. Even if they do not make a heavy profit they do not stand to lose more than a half million dollars, even if they were compelled to carry their goods over, which, however, they are too smart to do."

Having made this attempt to discredit the members of the syndicate as he supposes them to be, he has to admit that the tomato market is getting firmer in price, as he writes; for, towards the end of his communication, he says:

The market on 3s standard tomatoes is today (late in the afternoon, March 16,) reputed by well-posted brokers as firming up and several offers for Indiana standards have been declined at $1.15 f. o. b. Chicago.

Estimated Alaska Salmon Pack of 1905.

The United States Government has just issued the annual report of Special Agent H. M. Kutchin giving the 1905 pack of salmon in Alaska. In this report he says:

"The season's Alaska pack foots up 1,889,015 cases and 18,881 barrels, together with 7,565,009 pounds of dry salted fish. In 1904 the aggregate was 1,953,746 cases and 15,407 barrels. Being reduced to cases, the figures are 2,029,119 for 1905, against 2,012,928 in 1904. While there is actually a loss of 64,731 cases of canned salmon, the total output for the year shows a gain of the equivalent of 46,191 cases, which is explained by the large increase of salted and dry cured fish.

VALUE OF PRODUCT.

"The total value of the product amounts to $6,563,655, against $7,735,782 in 1904. In most instances the approximate market value is furnished by the packers and where not thus obtained is estimated from the best information obtainable. The higher-priced grades have ruled at lower rates, while the others have commanded better prices than for many years.

"The total number of salmon taken was 26,579,919, as against 28,028,841 in 1904. They were divided as follows: King, 201,760; red, 21,394,945; silver, 541,725; humpbacks, 3,149,579; dog, 1,291,910. There was a gain of 648,038 reds, 27,282 Kings, 916,601 dogs, and a loss of 205,838 silver and 2,834,975 humpbacks.

The total number of hands employed was 10,645, made up of 4,396 whites, 2,113 natives, 2,518 Chinese and 1,618 Japanese. The number of operatives last year was 12,867. being 2,222 more than in the current year. Considering this fact, it is remarkable that the pack should have been about equal to that of last year, and the explanation is found in the unusual length of the run in Bristol Bay and the great number of fish. The effect is to reduce materially the cost of the output, as the sum total of wages paid was $2,321,119, as against $2,890,934, a saving of $586,815.

PERSONS IN BUSINESS.

"The total number of corporations, firms and individuals packing and salting salmon in Alaska this season was forty-five, being five more than in 1904. They operated 47 canneries and 22 salteries, as against 55 canneries and 18 salteries the preceding year. The fact of there being more persons engaged in the business and fewer plants than formerly is due to some of the larger concerns which run several plants shutting down a part of them and new enterprises being started in the line of salted and dry-cured fish.

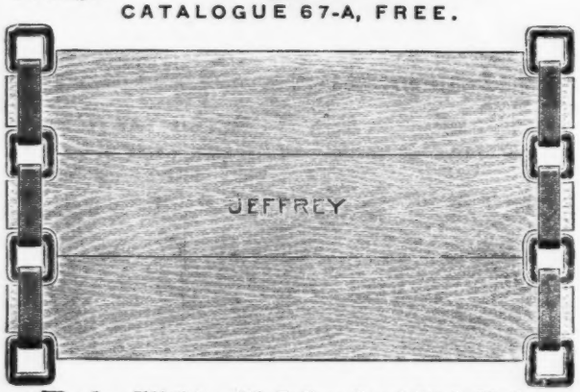
"The aggregate capital stock employed in the business is $11,371,150, being a decrease in this item of $2,576,350 from the reported capitalization of last year. The reduction is largely accounted for by the withdrawal from the field of the Pacific Packing and Navigation Company, which represented a capital of $3,000,000. The Northwestern Fisheries Company, which succeeded to the ownership of the major part of its business, is capitalized at $1,000,000.

"The valuation of plants is placed at $5,728,978, being $156,878 less than last year, which is due to the fact that a number of canneries are idle and are not taken account of.

JEFFREY CONVEYORS
For CANNING AND PACKING INDUSTRIES

"Century" Rubber Belt for Bulk or Packages

CATALOGUE 67-A, FREE.



Wooden Flights with Jeffrey Steel Link Chain.
CHAIN CATALOGUE 72-A.

For Estimates and Prices, address
THE JEFFREY MANUFACTURING COMPANY,
COLUMBUS, OHIO, U. S. A.

Edw. Renneburg & Son.
MACHINE and BOILER WORKS.
1917-1919 Aliceanna St. Baltimore, Md.

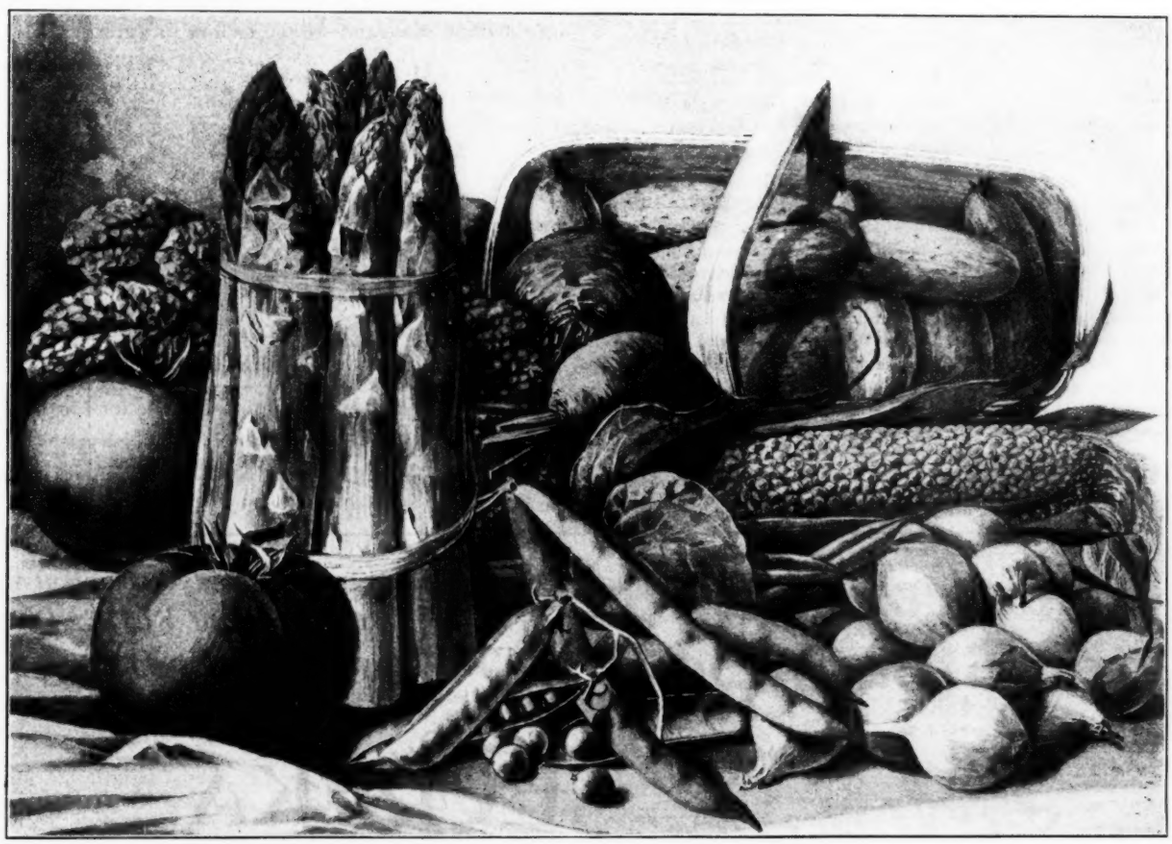
IMPROVED STEEL PROCESS KETTLE.

Equipped with all the latest improvements. Strongly and accurately made. Has been used for years with perfect satisfaction.

JEROME B. RICE SEED CO.

LARGEST GROWERS OF

SEEDS USED BY CANNERS, PACKERS and PICKLE :::MANUFACTURERS:::



We can supply for present delivery at lowest prices, or will make growing contract prices for 1906 crop.

BEANS, BEETS, CUCUMBERS, ONIONS
PEAS, SQUASH, SWEET CORN, TOMATOES

Correspondence Invited

CAMBRIDGE VALLEY SEED GARDENS.

Cambridge, N. Y.

DECREASE IN TAXES.

"The tax payable to the government is $77,448. It was $79,690 in 1904—a decrease of $2,242. The shipping in use consisted of 118 steamers and launches, 49 sailing vessels and 1,927 lighters and boats. Fishing gear used was made up of 68 traps, 221 seine and 1,154 gill nets.

"Estimating the salmon pack at all fisheries other than those of Alaska, there has been a large increase over the output of 1904. All the centers, except Columbia River and smaller coast rivers, show a marked increase, British Columbia and Puget Sound in particular having a remarkable increase over last year.

"Probably these figure afford a close approximation of the world's pack:

	Cases	
	1904	1905
British Columbia	465,894	1,167,460
Puget Sound	276,920	1,061,835
Columbia River	423,073	410,041
Washington, Oregon and California Rivers	184,669	143,164
Totals	1,350,556	2,782,500
Alaska Pack	2,012,928	2,059,119
Grand Totals	3,363,484	4,841,619

"This shows a gain of 1,478,135 cases on the world's pack of 1904.

BRISTOL BAY'S SHOWING.

"But for the exceptionally good season in Bristol Bay as a whole, Alaska would have made a bad showing this year. Although some of the fisheries in that region were almost total failures, the pack of the bay was 238,669 cases larger than last year, Nushagak and Naknek making up the major part of this, besides materially helping out the plants on other streams, though fewer canneries were operated than last year. Heavy losses were sustained at Alitak, Karluk, Chignik, Uyak, Kasilof and Prince William Sound. At the former two this was due to a light run of fish. Chignik fell off in its output by reason of a smaller preparation on the part of the packers there and an arrangement between the rival companies enabling them to make a cheaper pack than ever before. At Kasilof and Uyak the loss is accounted for by the destruction of canneries by fire, and at Prince William Sound by one of the two plants being shut down.

The Sinclair-Scott Co., Baltimore, make the Cyclone Pulp Machine,

WANTED

Corn Labels; send samples, name quantity and lowest spot cash price.

SHEARMAN MERCANTILE CO.,
1t Indianapolis, Ind.

FOR SALE.

A new Canning Factory at Sandy Lake, Mercer county, Pa.; all new machinery; capacity 400 cases a day; 40 horse-power boiler and 16 horse-power engine; Westinghouse dynamo; lighted with gas and electricity; buildings new, roofed with slate; good artesian well; factory located within a few rods of L. S. & M. S. Ry and at corner of two streets; good farming country; plant cost in summer of 1904 $12,800; will sell at a sacrifice. For further information, come and see the factory or write to

W. R. HENDERSON,
3-23-06-2t Sandy Lake, Pa.

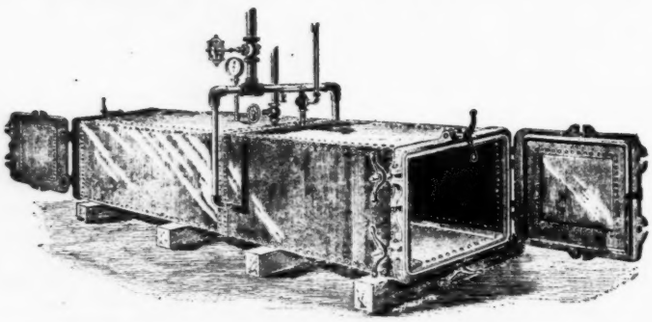
SOUTHERN CANNING PLANT FOR SALE.

For sale at 60% of cost of new canning plant, located in the best peach country in the South, finest flavored peach for canning, conditions favorably for operating ten months in year. Reasons for selling good. F. L. SANFORD,
3-21-06-1t Robertsdale, Ala.

WANTED.

A second hand revolving tomato table for 100 peelers, Remington make; must be in good order. Advise price and how long in use. NAPANEE CANNING CO.
3-21-06-1t Napanee, Ont. Can.

Zastrow's Oyster Steam Box.



ZASTROW'S IMPROVED SQUARE OYSTER STEAM BOX.

Every box is furnished with steam pipes fitted to box, safety valve, steam guage and all valves necessary. They are generally made 25 feet long, 30 inches wide by 29 inches high inside, to hold three 8-ft. cars easily, but are made to any desired length.

GEO. W. ZASTROW,
Mechanical Engineer,
1404-1410 THAMES ST., - BALTIMORE, MD.

Every time you see this advertisement we want you to think of FLUX.
And every time you think of FLUX, we want you to remember that

EUREKA SOLDERING FLUX

Is the Best and Most reliable.
The Safest and Most Economical.
The Purest and Cheapest.

Our booklet tells how and why. Send for it today. Better still, send an order for a hundred pound keg.

THE GRASSELLI CHEMICAL CO.
CLEVELAND, OHIO.

How Can I Make $1.00 Do The Work This Season,

It Took $1.50 To Do Last Season?

USE SOLDER APPLIED CAPS

THEY SAVE

TIME - MONEY - LABOR - SOLDER

WRITE FOR PARTICULARS

... TO ANY ...

INDEPENDENT CAN MAKER

... OR ADDRESS ...

A. SCHULTZ & COMPANY,

MANUFACTURERS OF

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Baltimore : : : : : : : : Maryland.

THIS SPACE RESERVED FOR

W. B. PHINNEY,

Manufacturer of

The Phinney String Bean Snapper,

WESTFIELD, N. Y.

TALK IS CHEAP

but not when you pay your money for Soldering Flux which has nothing but talk behind it. Iv'e built up the sale of

Standard Soldering Flux

because I know how to **make** flux better than anyone else, and take the pains to see that it **is** better. That's why the large consumers use it.

Next Week I'll tell you another reason why you should use my flux.

MANUFACTURED BY

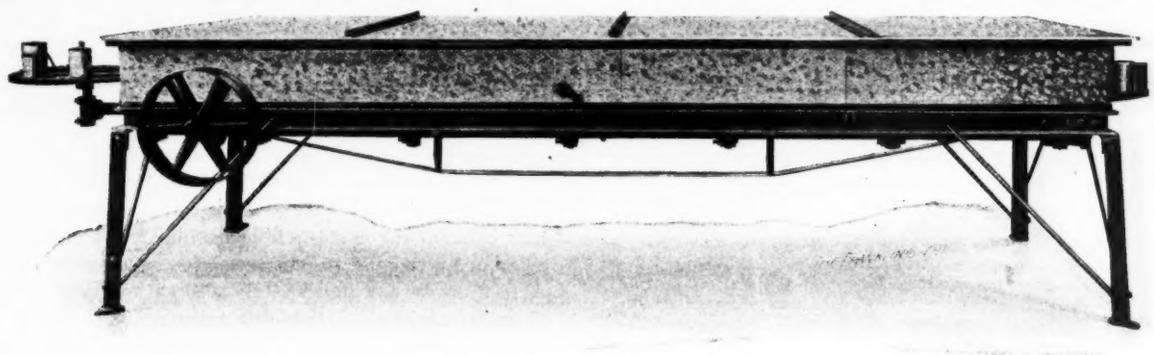
MARLOU CHEMICAL CO.,

JERSEY CITY, NEW JERSEY.

S. O. RANDALL,
MARINE BANK BLDG., BALTIMORE, MD.
Southern Agent.

THE

HAWKINS UNIVERSAL EXHAUSTER



OPERATION

As shown by illustrations the cans are received in single line direct from Filler and fed into the machine automatically by the well-known Hawkins Disc Feed Mechanism and carried by intercommunicating revolving discs. The steam is supplied by curved pipes which conform to the lines of travel of the cans.

Will handle any shape can of any size up to and including gallons, without change.

SIMPLE, DURABLE, and cannot get out of order.

No chains to break or wear.

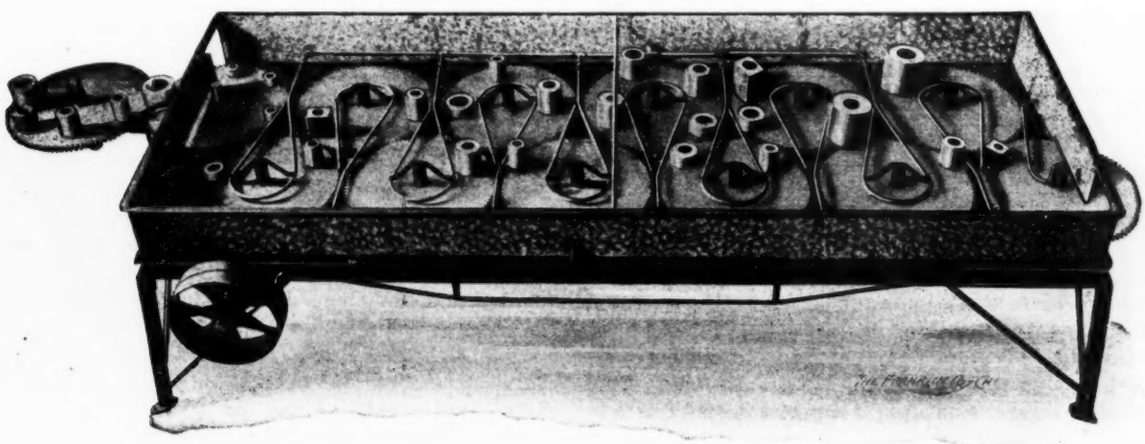
SIZES AND CAPACITY

This machine can be furnished any size and any capacity desired. The standard sizes are as follows, capacities mentioned being based on two minutes exhaust:

No.	*Capacity 3-lb. cans*	*Floor Space.*
8	45 per min.	5 x 11 feet
10	57 " "	5 x 13 "
12	68 " "	5 x 15 "
14	80 " "	5 x 17 "
16	91 " "	5 x 19 "

Superior to all other mechanism used for Exhausting Cans.

Its efficiency has been thoroughly demonstrated in actual packing.



FOR FURTHER INFORMATION AND TESTIMONIALS ADDRESS

SPRAGUE CANNING MACHINERY CO.

42 RIVER STREET, CHICAGO, ILL.

THE TRADE.

PUBLISHED EVERY FRIDAY BY

THE TRADE COMPANY.

INCORPORATED.

E. S. JUDGE, - - - - - - President and Managing Editor.

A. I. JUDGE, - - - - - - Secty.-Treas., Asst. Editor.

Office: 107-109 S. Frederick St., Baltimore, Md.

THE TRADE is the *only* paper published exclusively in the interest of the *Canned Goods Packers* of the United States and Canada. Established in 1878.

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Notices of *Hands Wanted* or *Situations Wanted* will be inserted free for paid annual subscribers; other parties will be charged $1.00 per inch per insertion, $3.00 per month.

Packers are invited and requested to use the columns of THE TRADE for inquiries and discussions on all matters among themselves pertaining to their business.

Business communications from all sections are desired, but anonymous letters will be ignored. E. S. JUDGE, Managing Editor.

Entered at the Postoffice, Baltimore, Md., as second-class mail matter.

BALTIMORE, FRIDAY, MARCH 23, 1906.

EDITORIAL JOTTINGS.

We believe there is a kind of proverb which says it is the unexpected that happens, which might be translated to read, "it is the unexpected that may be expected." That is really the condition of things this year.

As the early days of the year developed business seemed to promise extraordinary dullness in most lines, and, therefore, especially in the line of canners' supplies and machinery of all kinds. We believe most people had made up their minds to a very dull season in this respect, until the dawn of the Atlantic City Convention began to show. At that meeting there were many persons who sent machinery to the exhibition, some of whom were rather pessimistic in their ideas. But we have met none since that time that have not declared they are agreeably disappointed in the amount of business that has developed. This was the occurrence of the unexpected number one.

There is, of course, more or less business worked up by these annual exhibits at the Conventions; but this year the good results are continuing long after the meeting. Some of the oldest and largest firms in the manufacture of canners' machinery declare to us that they are making more machinery upon orders than they have done for years. Some of them are actually overcrowded with requests for machinery in the various lines. This is the unexpected number two. But it will be conceded that it is not unpleasant to anyone.

Just at present all eyes seem to be concentrated upon pea packing machinery, and collected information is to the effect that any number of canners of corn and tomatoes are going to try their hands at pea packing. The outlook, however, is that there is to be very little slipshod work this year. New methods of the best kind are being adopted by canners everywhere, and we presume it will continue to prevail. The very general discussion of pure-food methods, as they are now called, may have something to do with this.

During the past twenty-five years it has been steadily recognizable that perfected machinery not only does more rapid and economical work than hands can do in the canning industry, but does it more cleanly than does the multitude of picked-up hands from everywhere. On receipt of the crop from the farm, especially in the matter of peas, the process kettles can get to work upon the new hulled peas in one hour after the machines are started, where previously it took half a day in hot weather, with the peas sweating themselves. And this is an advantage almost beyond computing.

Communities learn slowly, but when anything is radically good they learn at last; and in business matters economy is the great promoter and tutor of all things good. A machine that saves no expense or no time in the manipulation of the goods may take unnumbered years to introduce generally, but a machine that will save 5% or 10% on first cost absolutely, will make its own way because of its own excellence.

We do not have to go far for an illustration of this fact. It is now nearly twenty-five years ago that a bright little Englishman brought the first labeling machine to America. We can remember his disgust and disconsolateness when he found that the Americans did not immediately seize on to his machines and buy them in quantities. He said in plain words to the writer that he always understood that the Americans were quick, appreciative people, ready to take hold of a new thing, but he found they had no push at all. The reason was very simple; his machine could not label any faster than a girl. It was proven to him that in J. S. Seneca's packing house in Havre de Grace, Md., there were two girls who could each turn out more labeled goods in a day than his machine could do. Yet that machine was the basis, so to say, of all the great labeling machines of today, and a canning house is of no account without a labeling machine. His machine worked upon a gravity principle and could not possibly work faster than a can can run down an inclined plane of its own volition. When, however, a noted American inventor overcame that deficiency in what might be called the main principle, by simply putting a little belt over two small wheels, which accelerated the motion of the cans in their passage through the machine, the machine could do the work of five to ten girls in the same time and do it better. From that moment the labeling machine became a success, and, as we have remarked, has become a necessity to every big canning factory.

The entering wedge may be a great deal in anything, but it must be followed up with such well-studied strokes as will rend the difficulties apart.

We all know how many years the most astute packers attempted and desired a pea hulling machine, but here is an evidence of the supremacy of the unexpected. Take two or three instances as illustrations. A large number of packers on one occasion put up the money to build a pea hulling machine upon a plan outlined by some genius which, it was said, would surely do the work. The $300 thrown into that machine for construction produced nothing but a dismal failure. Almost at the same time another inventor, whose name is almost a household word in regard to process kettles, undertook to solve the question with a machine about the size of a sewing machine, into which girls could feed one pea at a time; but that went the way of all failures, because it did not produce results rapid enough. While these things were going on the late lamented "Jack" Chisholm walked into our office and informed us that he and his brother had a machine that would do the work by the barrel. And here at this time occurred two or three of the expected or unexpected things.

This machine came very near being a failure because the peas it found upon the shores of the Chesapeake Bay were so much more tender than the peas of the north shore of Lake Ontario, where it had been doing work, that the hulls would

mash up and clog the machine. This was an unexpected condition to the Messrs. Chisholm, and failure stared them in the face. Now, our good friend, "Pea Beater Scott," came along with his unexpected apron belt and saved the day from failure. All packers, old and young, know today the success of this machine. It does the work, does it well and does it rapidly, and has entirely revolutionized the packing of peas; for a man today to try to pack peas without a pea hulling and other pea packing machinery would be financial suicide.

Exactly at the same time there came up another pea hulling machine, which was as nice a piece of machinery as we ever saw. Mr. Zwingle, of California, came all the way to Baltimore with his machine to show the pea packers here what he could do, and it was as different a machine from the Chisholm-Scott machine as can well be imagined. But Mr. Zwingle, who was a very old man then, was so certain of the ability of his machine that he concluded to give it time to demonstrate its work before he would push it. Then the unexpected happened. Chisholm-Scott took possession of the whole field before Zwingle got through with his explanation, and we doubt if that excellent machine is ever heard of now.

For the past five or ten years it has been the habit of those well informed in respect to canning machinery to say there was but one direction in which they really needed a machine, but could not find it, and that was for tomato peeling. The unexpected happened here. There was found in California a peach peeling machine, operated with caustic soda and water spraying, which, with very little variation, would peel tomatoes, as well as peaches, and we understand it is now being offered to the packers throughout the country for that purpose. So, little by little, it is that the unexpected is always happening, and we can finish these remarks by saying that the unexpected may always be expected.

CALIFORNIA MARKET.

SAN FRANCISCO, CAL. March 17, 1906.

The past few days have been full of anxiety for everyone interested in fruit growing and kindred industries. Immediately following beautiful balmy summer weather we were treated to the most severe wind and rain storm of the year, combined with a cold snap which unquestionably caused considerably damage. The rains were welcome in some sections but where the blossoms had attained considerable size, some damage was caused as a result. The wind and cold were the worst factors, however. During the progress of the storm snow fell in many parts of California where its appearance is hailed as an event to reckon time by; in fact it fell to a depth of four inches within ten miles of this City. It is only in the mountainous districts that the white flakes are found in this state except during unusual weather conditions such as just experienced. The snowfall in the Sierra Nevada mountains is stated to be fourteen feet six inches, while last year at this same date only about a foot and a half was to be found. The frosts, which such a heavy snowfall usually presage, are already upon us, this morning having been a very snappy one. The weather Bureau has wired warnings to all the Northern section of the State to be on the watch for killing frosts tomorrow —Sunday. Southern California is not exempt, though it is not anticipated that the frosts there will be as heavy as here. From the above paragraph it will be seen that in spite of the unusually bright crop prospects which I have been reporting in my letters of late, the danger from frosts is extreme and our brilliant prospects may yet all be blasted. Of course the cry of "frost" is sent up every season and it is difficult to tell just how hard the orchards have been hit until the crops are well along to maturity. We can only hope for the best.

The sugar refinery of the California & Hawaiian Sugar Refining Co., commenced active operation last Saturday morning at

Why Label or Wrap by Hand?

The BURT MACHINES do Better and Faster Work,

and from 35 to 50 per cent. Cheaper!

You cannot begin to appreciate their many advantages until you use them. They will prove a valuable acquisition to your plant and meet all requirements—you need not keep them, if they don't. Guaranteed in every respect, what room is their left for hesitation?

Why not decide TODAY to install a BURT LABELING or WRAPPING Machine? Write us now; shipment any time.

BURT MACHINE COMPANY, Baltimore.

Crockett, California. The grasp of the sugar trust was shaken off after three years bondage (at the rate of $250,000 per annum to keep shutdown) and 180,000 tons of raws will pass through the plant before this date next year. The controllers of the above named company control 82% of the raw sugar production of the Hawaiian Islands and therefore have ample supplies to keep their plant in active operation the year round. No signs of a decline in prices have been noted up to this time.

The local canned fruit situation shows no change from reports I have been recently sending you, nor need be expected before new crop is pretty well along—that is to say—such a degree of maturity that a line may be had on the coast of raw materials from which some basis of price may be reckoned. If the apricot crop does not improve its present outlook there is every sort of reason to expect a short crop, limited pack and high prices in that variety of fruit. Reports continue to come in from various sections as to the poor blossoming of the apricot trees and since these reports come from authentic sources there is every reason to give them credence. If the threatened frosts get in some of their work there will be still more trouble to report.

Asparagus packers are about ready to commence active work and are only waiting for the weather to right itself. The "grass" is of good quality and a good pack is anticipated. Packers report being sold up to capacity and could sell more. The demand for this popular vegetable shows no sign of cessation and there appears to be room for several more packers. The one great drawback lays in the length of time it takes for asparagus to come into bearing. From three to four years are necessary before a crop of any significance can be had and most people are too impatient to wait for such a slow growing proposition. However the demand is present and will be supplied by someone. Good prices are secured for the vegetable, both canned and fresh, and there are those who are willing to be patient and take the good profits when the time comes. "CALIFORNIAN"

The Canning Industries of Biloxi, Miss.

When the late Colonel Roderick Seal, in a speech in the Legislature referred to the Mississippi Sound as "God Almighty's meat house," the man who would have prophesied that the waters of the sound and those adjacent would yield what they do to-day of edibles for mankind would have been regarded as a "day dreamer" or a lunatic. Then the canning of oysters and shrimp was an unknown industry on the Gulf Coast. Then the cast-net was the faithful table servant, and man had not conceived of the coming future that the revolving wheels of progress bring to man with each cycle of time.

Progress never sleeps, but is ever hunting for Genius and Enterprise, the children he has selected to awaken the world to a full realization of the magnitude of the stores of wealth and happiness it contains.

About 21 years ago Genius brushed the mist from the vision of Mr. L. Lopez, Sr., and Mr. W. K. M. Dukate, Progress pointed out the way and Enterprise led the path into the vineyard where Fortune had planted the seeds of Success. Under the clear sun of Thought they saw before them Opportunity, with sceptre in hand waving them forward, and they realized that the time for action was at hand. The field before them they had never cultivated, and to their vision was almost a barren waste. Here Genius again appeared, opened the Aladdin lamp of Enterprise, and that which appeared barren waste before was a vineyard of the rich grapes of Success.

With them to think was to act and a firm composed of L. Lopez, Sr., F. W. Elmer, W. K. M. Dukate, James Maycock and Wm. Gorenflo was formed, with a capital stock of $8,000.

None of the gentlemen composing the pioneer canning factory company knew anything whatever about the industry they proposed starting. However, they did not propose to "go it blind," and in order that they might commence coving oysters by the proper method, Mr. W. K. M. Dukate was selected to go to Baltimore and take observations and glean whatever information he could regarding the process. Mr. Dukate's aptitude was a guarantee to his associates in the business that whatever information he vouchsafed upon his return would be sufficient for them to commence the coving business. While absent Mr. Dukate purchased the necessaty machinery, etc., for coving oysters and canning shrimp, and the work was begun.

Though at first their efforts may have been crude, the product of the factory found ready sale and the company realized that the business was profitable.

Messrs. Lopez and Dukate withdrew from the firm in 1884 and organized another canning company under the style and name of Lopez, Dunbar

REGISTERED WAB TRADE MARK

This TRADE-MARK Insures
The BURPEE-QUALITY of the
Best "Seeds that Grow"

Burpee's Seeds cost but little more than do usual commercial grades—and yet are *worth* much more. At our own farms in Pennsylvania and New Jersey, as well as in the gardens of planters everywhere, **Burpee's Seeds** are proved by test to be the BEST SEEDS THAT GROW. Consequently we hold the largest mail-order seed trade in the world.

Our "Silent Salesman," neatly dressed in a "coat of many colors," and telling the *plain truth*, with photographic pictures of the superior products of BURPEE'S "SEEDS THAT GROW," will be sent by return mail—if You will write a postal card for

1876 *Burpee's* 1906

FARM ANNUAL FOR 1906

Thirtieth Anniversary Edition of "The Leading American Seed Catalogue."

This is a handsome book of 168 pages, carefully edited and neatly printed. Bound in cover lithographed in nine colors, it shows, *painted from nature*, Seven Superb Specialties in Vegetables of unequaled merit and Six Novelties in Flowers, including LUTHER BURBANK'S *New Floral Wonder*.

This Invitation to write for our New Complete Catalogue and then participate in the Special Celebration of our Thirtieth Anniversary is given to all planters who delight in raising the Choicest Vegetables or most Beautiful Flowers.

If you intend to garden this spring, you will want to lay your plans, and therefore we urge you to **WRITE TO-DAY!**—the very day you read this advertisement. Mention this paper and address

W. ATLEE BURPEE & CO., Seed Growers, PHILADELPHIA, PA.

TO CANNERS

WE shall be pleased to quote special wholesale prices upon receipt of information as to quantities and varieties of seeds required.

BURPEE'S "BLUE LIST"

of wholesale prices for market gardeners, a complete catalogue of 104 pages, will be mailed together with our retail catalogue advertised herewith to all canners who kindly apply for same.

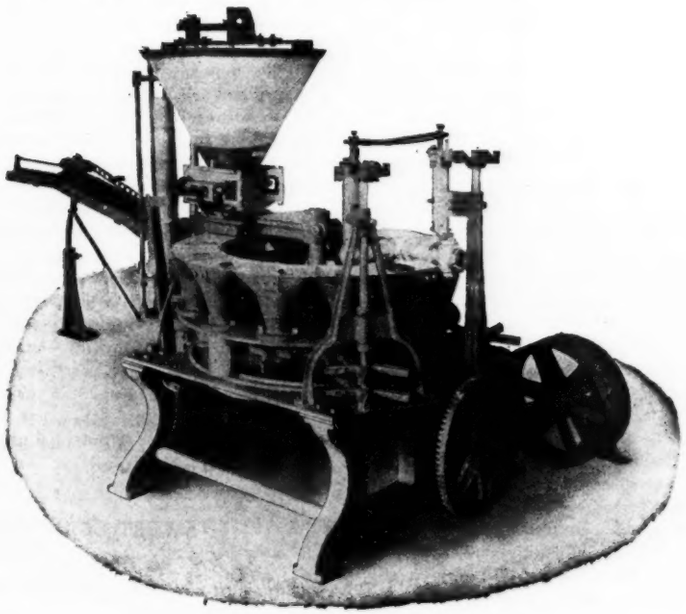
W. ATLEE BURPEE & CO.

SEED GROWERS, PHILADELPHIA, PA.

AYARS ROTARY PEA FILLER

Will fill all grades and sizes of peas without mashing or clogging.

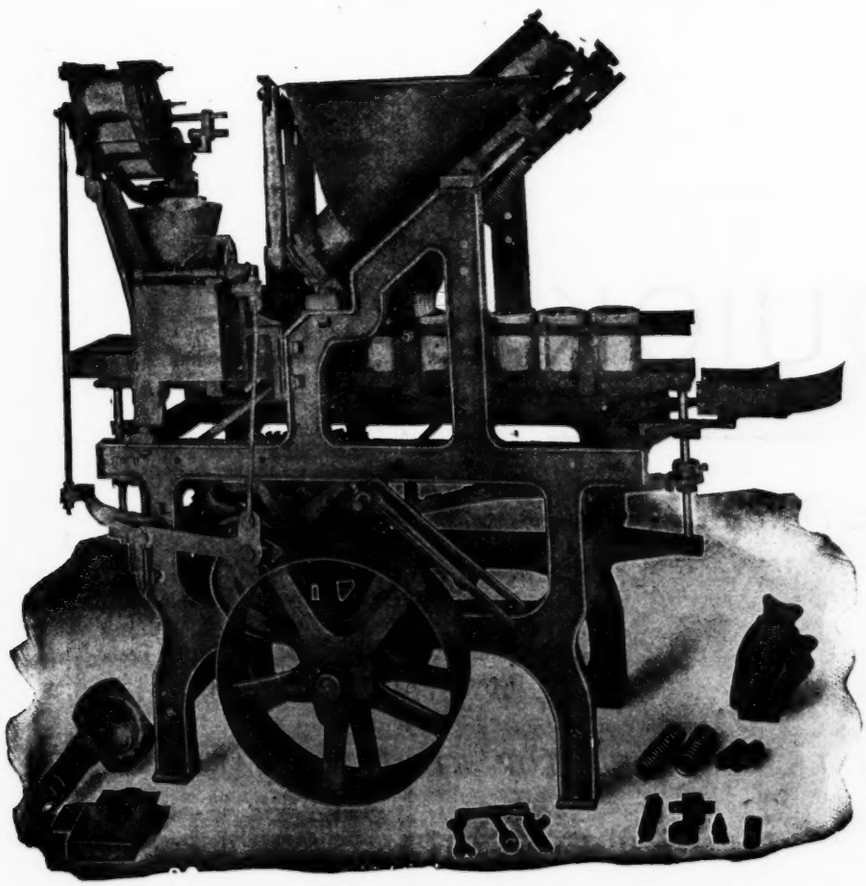
Amount of peas put in each can may be varied as desired while the machine is in motion.



Will brine accurately, with no waste, and only when cans are in position. All cans filled exactly alike.

May be used as a briner for beans or other goods.

Capacity 2,000 to 5,000 per hour.



King Tomato Filler

With Attachments

Uniform Fill

No Waste

Whole Tomatoes

SEND FOR CATALOGUE

AYARS MACHINE COMPANY

SALEM : : : : : : : NEW JERSEY

BROWN, BOGGS CO., LTD., HAMILTON, ONT., Sole Agents for Canada.

Sons Co. The following year the Barataria Canning Company was organized, New Orleans business men composing its membership.

Following in rapid succession the firms of Wm. Gorenflo & Co., E. C. Joullian & Co. and J. T. Maybury engaged in the business. The capital now employed in these industries during the season aggregates $250,000, and for labor and raw material the weekly pay-roll is about $25,000. The number of people employed is in the neighborhood of 2,500. The total annual output of these factories is from 300,000 to 450,000 cases of oysters and from 30,000 to 40,000 cases of shrimp, and from 5,000 to 10,000 cases of figs, and the product is shipped to all parts of the world. The excellency of the Biloxi oyster is of world wide fame for its flavor and size, and the demand for the Gulf Coast bivalve is rapidly increasing in every section of the country—both in this country and in Europe. The shrimp here packed has no superior and the figs no equal in the marts of the world. Biloxi is the only place in the United States outside of New Orleans where shrimp is canned.

In the canning of cove oysters Biloxi stands second in importance in the United States, ranking next to Baltimore. While it is true that a great many oysters are canned on the Atlantic coast south of Norfolk, those packed at Biloxi are always given the preference over other points on account of the size and flavor. It is claimed by many that Biloxi oysters in every respect are as good as those of Baltimore, the only difference being the label showing were packed.

The labor in the factories is mainly piece work, wages running from 60c. to $1.25 for women and children, while day labor is paid 15c. per hour. Most of the capping of cans is done by machinery, and an expert machine operator will cap 20,000 cans per day. Suitable and comfortable quarters are provided for the laborers and no loafers are allowed around the premises. Coal is the principal fuel used, which is procured from the Alabama mines, while the cans are purchased about equally between Chicago and Baltimore owing to the cheapness of the two points. The scarcity of labor on the coast necessitates the importation of large numbers of Bohemians during the oyster season.—*The Fishing Gazette.*

American Can Co. Prices.

In the Weekly Review of last week, page 9, attention was called to a change in the prices of American Can Co. cans, the paragraph reading:

"The American Can Co. announced changes in values on all sizes amounting to 5c. per 100 or 50c. per 1,000, and it is intimated that this increase will be continued at about the same amount from month to month for the next few months."

This statement is an error and yet not an error. An explanation of this paradox will make it clear. Last November the present prices on cans, viz., No. 1 S. H., $9.50; No. 2 S. H., $12.50; No. 2 P. H., $13.00; No. 3 P. H., $16.50, and No. 3 Jersey, $17.50, were named by the American Can Co., and they hold today, and we are reliably informed by the proper officer of the company will continue without change, or at least there is no change or further advance during the months to come at present intended.

But here is where the paradox comes in. In order to stimulate early buying and as a premium upon early orders, 50c. per 1,000 was allowed on all orders received during January and February. In other words, the prices were 50c. lower during January and February than above quoted, and reference to our issues during those months will show them quoted in that way, but with a notice at the top, "Delivery During January and February." With the expiration of February this premium time was ended, the line above the market quotations dropped last week and the price marked again at the regular quotations, or 50c. per 1,000 above what they had been in January and February So the advance of 50c. while actually an advance over the two previous months, is really not an advance.

The intimation expressed—and it must be observed it is not stated as a fact—has been proven wrong—as most rumors are—and there will be no monthly advance of 50c. per 1,000 cans.

Middletown, Del.—Edward H. Beck has sold the tomato cannery owned by S. B. Neff & Co., of Philadelphia, to Thomas & Kemp, of Baltimore, the consideration being $4,000.

SWEET CORN SEED CLEARING SALE

20 bus.	Stowells Evergreen,	$1.00	per bus.	f. o. b. our factory.
10 "	Early "	$1.00	" "	" " "
10 "	Country Gentlemen,	$1.15	" "	" " "
15 "	Early Adam,	.90	" "	" " "
4 "	Peep-O-Day,	$1.75	" "	" " "

Germination 93 to 100%, the very best.

Address, New,
Care of "The Trade."

3-16-1m.

FOR QUICK SALE.

LARGE ROTARY INTERCHANGEABLE PEA SEPARATORS,

PEA HULLER, *OPEN KETTLES, ALL SIZES,*

TOMATO FILLERS, *TOMATO SCALDERS,*

PULP AND PUMPKIN MACHINES, *CLOSED TOP KETTLES, LARGEST SIZE,*

TOMATO CONVEYOR, *HORIZONTAL ENGINE, 15 H. P.*

WRITE FOR PRICES AND PARTICULARS

H. COTTINGHAM - - Baltimore, Md.

MEET THE ISSUE

DON'T EVADE IT

If you wish to pack Red Fruits and Beets to Conform to the Pure Food Laws use the

SANITARY ENAMEL

Inside Coated Can

SANITARY CANS

For Hand Filled Goods.

"The Can without the Cap Hole"

Sanitary Can Company,

Factory, FAIRPORT, NEW YORK.

N. Y. Office, 105 HUDSON ST.

Our Cans are Manufactured under Max Ams Patents. ***Write for Booklet and Sample Can.***

CORRESPONDENCE.

Louisville Market.

LOUISVILLE, KY., March 16, 1906.

THE TRADE:

Gentlemen.—Conditions in Louisville at the present time are very quiet indeed. Jobbers seem to be bending their entire efforts to reducing stocks on hand. There is a slight movement in canned goods of every description, but nothing like normal. We note an easier feeling on the part of some holders on tomatoes, and offerings at a fraction less than they were a week or ten days ago are in evidence. Corn remains steady, but is not moving as freely as it should. All other lines seem neglected.

The blizzard which we are just having may have a material effect on trade in canned goods in the next six weeks, but this is all speculative. Futures are entirely neglected, jobbers seeming to have supplied their wants on popular brands which were offered and are now awaiting developments.

Yours truly,

W. M. McKOWN.

BALTIMORE, March 19, 1905.

Tomatoes.—There is a steady flow of orders on tomatoes, principally No. 3 standards. These orders are not large; some of them are for carloads, many of them are for 100 or 200 case lots. Jobbers are evidently determined to stick to the "hand-to-mouth" policy and buy when they need the goods at the lowest price obtainable. The No. 3 tomatoes quoted above at $1.00 to $1.05 are owned by outsiders, who have been feeding out their goods to the trade for the past month, and from all indications are pretty nearly cleaned up. There is a great deal of gossip about tomatoes. We have never seen a time when there was so much interest shown in all sections in the tomato market, and it is evident that, in spite of the high prices, there are going to be a great many tomatoes used between now and the packing season. While it is very natural that the conservative policy should be pursued, as no buyer wants to have more tomatoes on hand than he feels he can dispose of, yet consumption is going on steadily, and from all reports the consumption will compare very favorably with any of the other years when prices were lower, and the stock to be drawn on to supply the trade between now and packing season is apparently inadequate.

The future situation is unchanged. We are quoting No. 2 standards at 55c., for No. 3 standards at 75c. per dozen for good, reliable brands. For the past week there has not been much business doing on future tomatoes. The tendency has been to hold off with the idea that there was no special reason for immediate action. There is, of course, more or less business doing all the time, and the inquiries we are getting seem to point to a revival of good buying in the near future.

Corn.—We can quote you good brands of Maine style corn, 1906 packing, for future delivery during the coming packing season, at 52½c. per dozen, Baltimore rate of freight guaranteed, in carload lots. This corn will be good quality under attractive labels; or we can have your private labels put on if desired. This certainly looks like a low price and a more desirable purchase than spot corn at an even lower figure. You will be getting goods out of the new packing; you do not have to take them in until some time next fall, billed when shipped, and in many ways looks like a desirable purchase.

Peas.—We have one or two lots of No. 2 standard early June peas, strip label, at 77½c. per dozen, less 1½%. or wrapper label at 80c. per dozen. As second peas are cleaned up and standard peas about cleaned up in this market, it looks as though the demand will swing around to the next size, viz., sifted peas. We can quote sifted June peas at prices ranging from 80c. to $1.00 per dozen, next size to standard.

Apples.—We are having a very steady business on No. 3 standard apples. There are still some here at 70c. per dozen, but if the present demand continues, it seems safe to look for an absolutely bare market in the near future. Gallons are already cleaned up entirely in Baltimore, as previously advised. The various little outside lots of gallon apples we have been quoting have been pretty nearly all cleaned up.

Oysters.—We are having an excellent demand for oysters. Would suggest your keeping in close touch with the Baltimore market, as from all accounts the supply in other localities is not very good.

Combination.—We are quoting mixed vegetables for soup, containing twelve varieties of vegetables in each can, at 75c. per dozen. This is an article which has been on the market a comparatively short time, but is rapidly growing in popularity. It is a very desirable wholesome article. We are quoting No. 2 standard combination corn and tomatoes at 70c. per dozen. The stock here is very limited.

Market.—The general trade for canned goods is not particularly large, yet there is a very satisfactory run of small orders coming in, taking in practically the entire line. We think this business in the aggregate will amount to considerably more than we usually have at this time of the year. Stocks of all kinds of canned goods here are rather light, and it looks as though the new season will open up on a bare market.

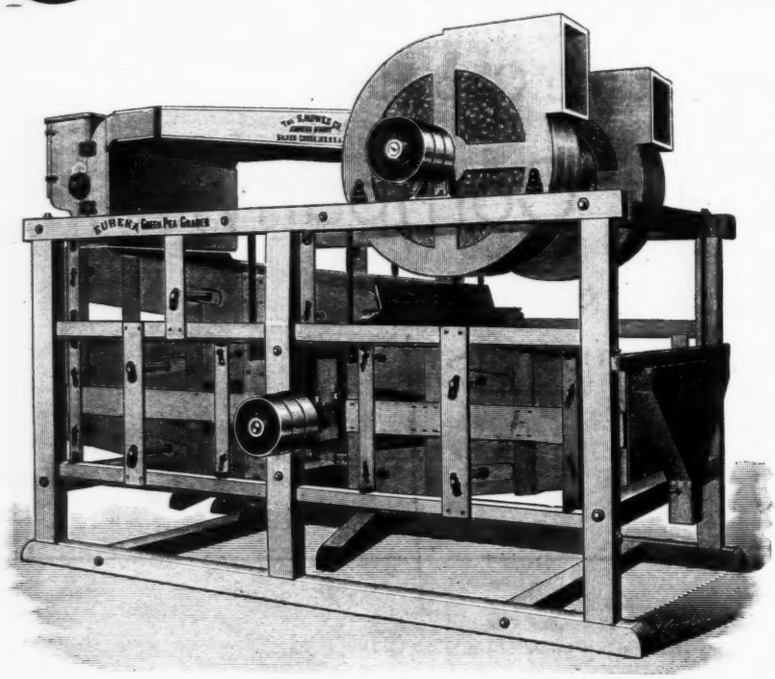
Yours truly,

THOMAS G. CRANWELL & CO.

EUREKA

THE "EUREKA" GREEN PEA GRADER

EUREKA



With 1906 improvements continues to be the leading machine.

Latest design SELF OILING BOXES used exclusively.

Absolute even feed and distribution of stock.

Perfectly Counterbalanced, Steady Motion, No Vibration, Uniform Grade, Large Capacity, Moderate Prices.

Built with or without Fans.

Numerous references of prominent Canners who use and prefer the

"EUREKA GRADER"

Write for our complete catalogue of Canning Machinery.

THE S. HOWES COMPANY,

Eureka Works, Silver Creek, N. Y.

The
EMPIRE SCALDER

SCALDS EVERY TOMATO ALIKE, NO MUDDY WATER, NO SHUTTING DOWN.

Uses very little Steam. **No Parts working in the Water.**

SIMPLE! CHEAP! EFFECTIVE!

This Scalder will give you at delivery end every ounce of Tomatoes put in at receiving end, less the dirt. It will save you not less than two cans to the bushel.

WRITE FOR PARTICULARS AND PRICES.

The Empire Automatic Process Alarm.

The Clocks are fitted with contact plugs; the plugs are numbered, and each plug represents a retort. One clock will operate nine retorts. When retort is filled you set the plug in rim in clock at the given time as shown on small dial; when time is up the hand makes electrical contact and rings the alarm, which can be heard in any part of the plant. . . . . .

Clocks are fitted with dry cell batteries which will last for one year; they can be replaced for 35 cents each. . . . . .

Write us for prices and particulars. . . . . .

The Empire Machine Company

CHICAGO, ILLINOIS

Aberdeen (Md.) Market.

ABERDEEN, MD., March 19, 1905.

Spot Tomatoes.—Considerable more interest is notable this week in spot tomatoes, and, while there have been but few orders for more than carload lots, holders have reason to believe that their tomatoes will be wanted within the next ninety days and indications point to a cleaning up of spot goods before new goods can be shipped. Sales of standard quality are reported to have been made at various prices, ranging from $1.00 f. o. b. Baltimore to $1.05 f. o. b. County points, while warehouse stocks in New York have gone out at $1.02½ to $1.05 against $1.00 Pittsburg and Boston, which would indicate that there is a vast range in qualities of standard tomatoes at the moment, as well as prices. While these figures have obtained from day to day, and, although there is no assurance on the part of holders to continue these prices indefinitely, yet in all probability orders on this basis can be taken care of at least for a few days to come.

Future Tomatoes.—Although demand is not as active as thirty days ago, yet a few orders are coming in from some of the best-posted buyers on the basis of 75c. to 77½c. as to quality and brand. Business in sanitary tins continues in a moderate way on basis of 90c. for regular Jersey size and $1.00 for 5½-lb. Jerseys f. o. b. seller's shipping point, and, while the sanitary can has not heretofore been popular with Maryland packers, in all probability efforts will be made this season to show that Maryland refuses to remain in the background, as far as packing this size is concerned, and in all probability before another twelve months this State will be carrying the banner for packing high class, fancy, whole tomatoes, as has been her privilege as regards regular standards in the past. Having referred heretofore to the experience of Maryland packers and the enormous output of Maryland factories in comparison with other States, there is little reason to doubt but that her packers will continue to take care of her own and merit a continuance of orders from all buyers almost without exception through the marts of civilization.

Corn.—Corn has been inactive and lifeless, excepting the lowest grades, and, while there seems to be a number of buying orders on the surface, it is more because of the difference between buyers' and sellers' ideas as to price. In all probability it will be necessary for buyers to advance their ideas to secure the better grades, which can't be sold at the price of poor stuff, except under exceptional circumstances.

Very truly yours,

STRASBAUGH SILVER & CO.

HAVE YOU ANY

SECOND-HAND MACHINERY

Anything in the Line of Canners' Machinery or Supplies, that you wish to dispose of? Send a list to us and we will insert a small "ad" costing but little, in : : : : : : : :

THE TRADE

"A WORD TO THE WISE IS SUFFICIENT"

CANS AND SOLDER

at prices that will interest you

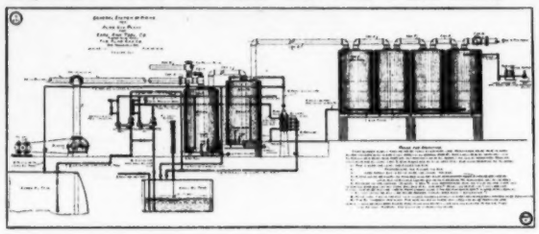
C. N. ROBINSON, Jr.

Dept. 5

108-110 S. Frederick Street

BALTIMORE, : : : : : : MARYLAND

BUY YOUR GAS EQUIPMENT
FROM
GAS EXPERTS
Acme Gas
THE ONLY FUEL
FOR THE
MODERN PROGRESSIVE CANNER
EQUALS CITY GAS AT 25 CTS. PER 1000



GAS PLANTS FURNACES
THE ACME GAS COMPANY
1010 MONADNOCK BLDG. CHICAGO
WRITE FOR DESCRIPTIVE PAMPHLET
BURNERS GAS EQUIPMENT

THESE BURNERS REDUCE CONSUMPTION
25 TO 50 PER CENT

ACME GAS PLANT, ACME CAN WORKS, MONTREAL

ACME GAS CO., MONTREAL, January 6th, 1905.
1010 Monadnock Bldg.,
Chicago, Ill., U. S. A.:

Gentlemen:—We have now used your gas manufacturing system throughout our entire plant, for nine months, both for heating and lighting, and we are well satisfied with the results. Every promise made by you as to economy in using and the efficiency of your plant has been fully realized. Our saving on gas account for heating has been equal to 50%, or in round figures a saving of $1400.00, in nine months, as compared with city gas at $1.00 per thousand, and in addition to this we have been able to speed up our machines so that we turn out 25% more work with the same labor. Actually, from the standpoint of results, the gas has not cost us anything.

Wishing you every success and a Happy and Prosperous New Year, we are, Yours very truly,

ACME CAN WORKS,
Jas. B. Cambpell, President.

Tomato Peeler, Corer and Carrier

If you want a Machine with a Capacity from 1,000 cases per day and upwards, write me, sending daily Capacity, and length of season.

E. J. JUDGE, Canning Machinery,
SAN FRANCISCO.

AT THE THEATRES

Week of March 26, 1906.

FORD'S.
"HER GREAT MATCH."
Matinees Wednesday and Saturday.

ALBAUGH'S THEATRE.
"MAN ON THE BOX."

AUDITORIUM.
"THE SULTAN OF SULU."
Matinees Monday, Tuesday, Wednesday, and Saturday.

MARYLAND.
KEITH'S VAUDEVILLE ATTRACTIONS.
Matinee Daily.

HOLLIDAY ST.
"HIS LAST DOLLAR."
Matinees Monday, Wednesday and Saturday.

BLANEY'S.
"THE SMART SET."
Matinees Monday, Wednesday, Friday and Saturday.

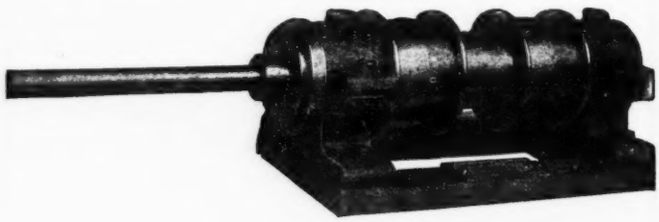
MONUMENTAL.
BOWERY GAIETY GIRLS.
Matinee Daily.

NEW GAIETY THEATRE.
THE BON TONS.

PINEAPPLE CORER.

The cut below represents a machine for the coring of Pineapples. The coring tube or cutter is made of brass and can be sharpened with a saw file; the hollow spindle is also lined with brass so that the core may pass through readily and fall out in the rear of machine.

Capacity from 8,000 to 10,000 per day of 10 hours. Speed of machine 400 to 500 revolutions per minute. Size of pulley on machine, 3½ inches in diameter, 2 inch face.



MANUFACTURED BY

THE JOHN R. MITCHELL COMPANY

Canning and Canmaking Machinery,

Foot of Washington Street,

Baltimore, Md., U. S. A.

E. F. KIRWAN & CO.

33 S. GAY ST. BALTIMORE, MD.

CANS.

SOLDER. SUPPLIES.

DEAR MR. CANNER:

We offer our services for the placing of your orders for Cans, Solder, Machinery and Supplies.

Our 25 years experience in the business is at your command.

All correspondence promptly answered.

Awaiting your favors

We are yours truly,

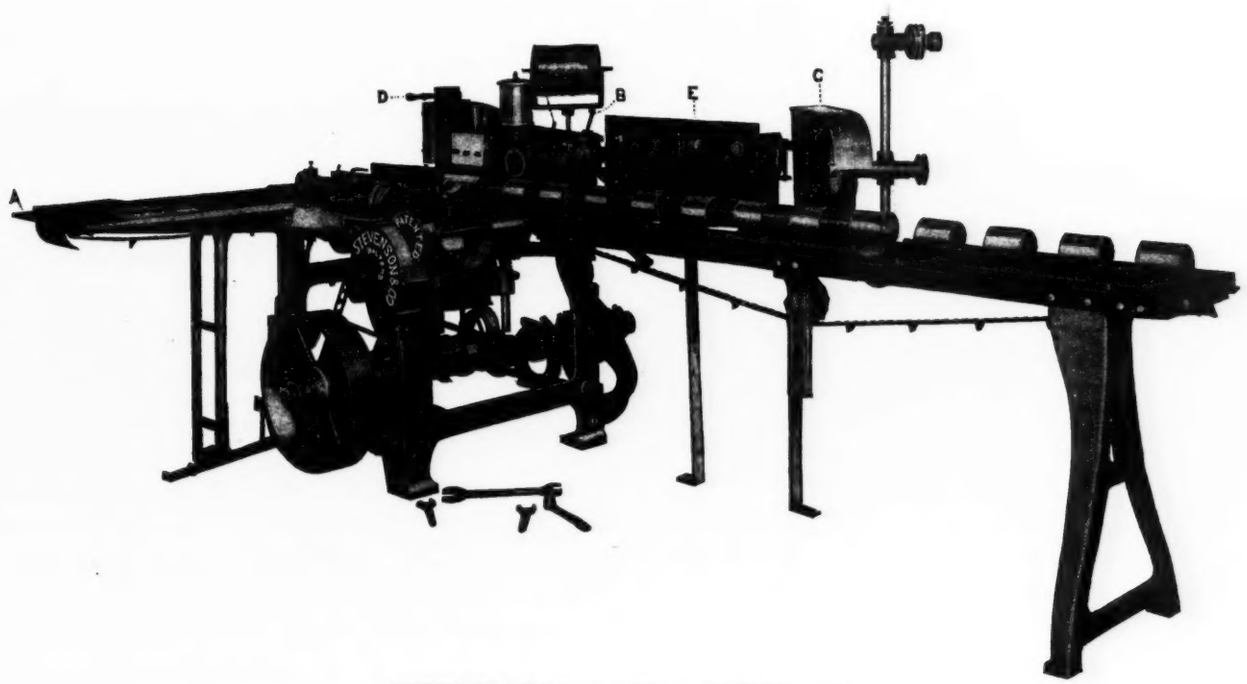
E. F. Kirwan & Co.

[TO BE CONTINUED IN OUR NEXT.]

Stevenson & Co's Latest and Improved

BODY LOCKER AND SIDE SEAM SOLDERING MACHINE,

with side feed for feeding the blanks, also SEAM SOLDER WIPER.



PATENTED NOV. 19, 1901. JUNE 30, 1905.

The simplest constructed, smoothest running and quickest adjusted LOCKER made. Capacity 50,000 locked and soldered bodies in ten hours. We manufacture a full line of can-making machinery, such as : : : : : : : :

Power Presses, Dies, Floaters *for coal, gas, gasoline,* ***Headers, Crimpers.***

STEVENSON & CO.,

601-7 S. Caroline St., Baltimore, Md.

WANTED.

One Clipper Pea Cleaner. Must be low price and good condition. Address,

tf H. M. care The Trade.

FOR SALE.

100 Bushels finest quality Country Gentleman Seed Corn. 15 Bushels Golden Wax Refuge Bean Seed.

For quotations apply, MERRELL-SOULE CO.

3-1-06-tf Syracuse, N. Y.

FOR SALE.

We offer the following surplus Pea Seed Stock at actucal cost, all Wisconsin and Michigan grown by Grenell and Keeney. Samples furnished on application.

602	Bushels	Yorkshire Hero Peas	@	$1.80	per Bushel.
120	"	McLanes Advancers	"	1.80	" "
618	"	Admirals	"	1.80	" "
410	"	Sugar Marrows	"	1.40	" "

ERIE PRESERVING CO.

3-1-06-1m Buffalo, N. Y.

FOR SALE, PUMPKIN SEED.

The Austin Canning Company of Austin, Indiana, have saved several hundred pounds of pumpkin seed more than they will require for their acreage next season.

Address, AUSTIN CANNING CO., Austin, Ind.

FOR SALE.

Having purchased the tomato canning factory formerly conducted by the late John W. Stout, at Red Bank, N. J., I am desirous of disposing of all the machinery, tools and appliances, incident to the same. There is a complete equipment of up-to-date machinery and appliances essential to the running of a first class canning factory, in all branches of the business. It being my attention to change the nature of the business conducted in the buildings above indicated, I will sell the said machinery and appliances upon the most liberal terms. Address, Fred Frick,

3-15-06-1m Red Bank, N. J.

FOR SALE

100 Bushels Clark's Early Evergreen Sugar Corn Seed. Cheap.

H. P. CANNON,

3-15-06-1m Bridgeville, Del.

FOR SALE.

1 Stevens Gall. Tomato Filler
1 " 3 lb. " "
1 Sprague Corn Cutter (old style)
1 Bucklin Pea Filler
1 Ballard Pea Filler
1 Hawkins Capper
1 Ayars Header and Crimper Combined
2 Lewis Floating Machines
1 3-lb. Ayars Topper and Wiper
1 Grasshopper Tomato Scalder
1 Cyclone Pulp Machine
1 Baldauf Apple and Bean Filler.

Address, "FAIR,"

3-15-06-1m Care of "The Trade."

WANTED.

1 Sinclair-Scott Second-hand "Colossus" Pea Separator.

Address

"PEA CANNER,"

3-23-06-1m Care The Trade.

WANTED.

Two second hand Hawkins Capping Machines. State condition, when purchased and the lowest cash price.

Address,

L. E. G.

Care The Trade.

FOR SALE.

1 Bradley Stencil Cutting Machine. 1 Special Hydraulic Crane with Pump complete. 2 Cox hand Caping Machines in good order. 2 Stevens Tomato Fillers. 1 Haines Tomato Filler. 1 Power Bottle Corking Machine. 1 Empire Bottle Labeling Machine. 1 Morse Williams Pulp Rubber. Lot of Anderson Steam Traps. 1 Gasoline Gas Plant. 2 Brass Rotary Pumps. 1 Large Wilks' Meat Cutter. 1 Large Enterprise Meat Cutter. 1 American Fruit Cleaner. 1-1 lb. Can Burt Labeling Machine. 2 Lined Jacket Kettles for concentrated soups. 2 Horizontal Copper Apple Juice Extractors for Jelly Making.

Address, WM. L. ANDERSON,

3-1-06-1m Hightstown, N. J.

WANTED.

A good foreman by Pickle and Capsup factory in Canada, must understand lines thoroughly; be sober and have good references. Address, Canada,

3-1-06-1t care of The Trade.

FOR SALE.

1 Star Capper, 1 Stevens Tomato Filler,
1 Burnham Corn Cooker, 1 M. & S. Rotary Corn Silker,
2 Sprague Corn Cutters, 1900 model,
1 Portland Steam Chest,
2 Baker Steam Chests, 1 Cox Wiper,
1 4 H. P. Vertical Engine,
1 8 H. P. Automatic Horizontal Engine,

Nearly all of the above machinery has been used not over two weeks and is in first class condition.

Address,

2-23-06-1m. Acme Preserve Co., Adrian, Mich.

S. O. RANDALL,

416 Marine Bank Bldg. Baltimore, Md.

CANNING MACHINERY AND SUPPLIES,

CANS, - CASES, - SOLDER - SHOOKS, - ETC.

SOUTHERN AGENT

Standard Soldering Flux

SUCROSINE

550 Times sweeter than Sugar.

90 per cent Purer.

GIVE ME A TRIAL.

Peach Pitter

THE MICHIGAN PEACH AND APRICOT PITTER

will pit your peaches whether peeled or unpeeled. Makes the scalding process for removing the skins practical. Cut down your expense, make your capacity what you wish regardless of help conditions by using these machines.

Mapes Machine Co.,

South Haven, Michigan.

...BARGAINS...

1 Crosby Lock Seam Body Maker, equipped for standard diameter Nos. 2 and 3 cans.
1 Crosby Header for two pound cans.
3 Merrell-Soule Rotary Silkers.
3 Sprague Corn Cutters (1893 Model).
1 Crosby Rotary Crimper for Nos. 2 and 3 cans.
1 Crosby Rotary Crimper for No. 2 and gallon cans.
2 McDonald Testers.
1 Utica Industrial Co. Automatic Header for two and three pound cans.
1 Utica Industrial Co. (new) Automatic Header for two and three pound cans.
1 Conant Double Filler Cooker.
1 Burnham Double Filler Cooker.
1 Single Burnham Cooker.
6 M. & S. Closed Retorts, 30 inches in diamater by 45 inches deep.
1 Hawkins Capper, (new).
1 Perfection Rotary Crane.
1 Ames Vim Engine, cylinder 13 in. diameter by 15 in. stroke.
1 Ames Locomotive Boiler, No. 11, 40 H. P.
3 stacks No. 10 Iron, 3 ft. diameter, 50 ft. long.
3 Treadle Stamping Presses.
1 Stevens Tomato Filler (foot power).
1 Walker-Pratt & Co., 80 gallon Steam Coil Kettle.
1 Lockwood No. 6 Carbureter.
2 Springfield No. 3 Carbureters.
1 Stevenson Single Can tester with Air Pump.
1 Stevenson Rotary Resin Grinder.
2 Tons Can Caps for 1⅜ inch Opening.

ALL OF ABOVE ARE IN FIRST-CLASS ORDER
SHIPPING POINT ROME OR UTICA, N. Y.

PRICES ON APPLICATION

ADDRESS

S. F. SHERMAN
UTICA, N. Y.

EDWARD GUDEMAN, Ph. D.

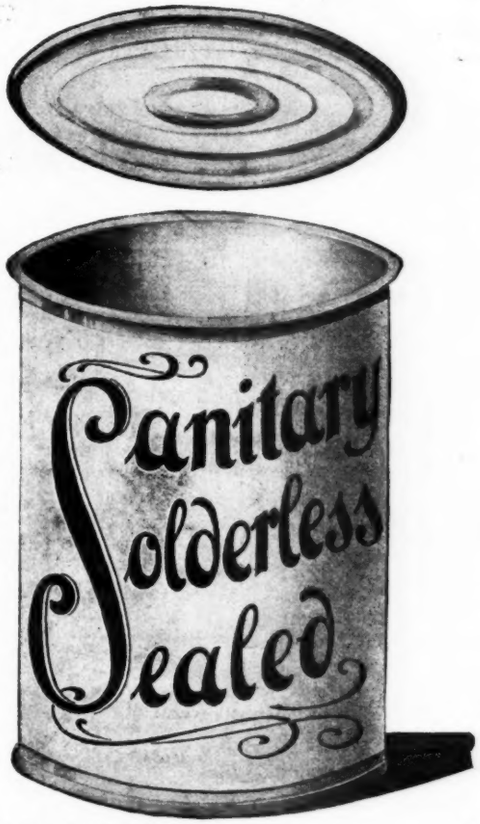
Consulting Chemist ***Chemical Engineer***

LEGAL AND TECHNICAL EXPERT

Special Attention Given to Food Products and Beverages
Candies, Canned Goods, Cereals, Distilled Liquors, Fats, Meats, Starches, Sugars, Vinegars, Waters, Colors, Preservatives, etc.

Suite 903-4 Postal Telegraph Bldg., Chicago, Ill.

New Seam SANITARY CAN.



WESTERN TERRITORY
FEDERAL CAN CO.,
BAY & POWELL STS.
San Francisco, Cal.

EASTERN TERRITORY
SANITARY CAN CO.,
105 HUDSON STREET,
New York City.

Manufacture these cans for sale under our patents.

NO HOLES **NO CAPS**

The Entire Top Open.

SEALED WITHOUT

HEAT, SOLDER,

or objectionable

FLUXES,

PREVENTING SCORCHING AND BLACK SPOTS.

Impossible in packing to lacerate delicate food products. Will stand both retort and bath processing. A perfect sanitary can is obtained, eliminating all the faults of the old unsanitary type, making an ideal package, as cheap, more attractive, wholesome and better than anything yet devised.

A descriptive illustrated catalogue and sample will be sent upon request.

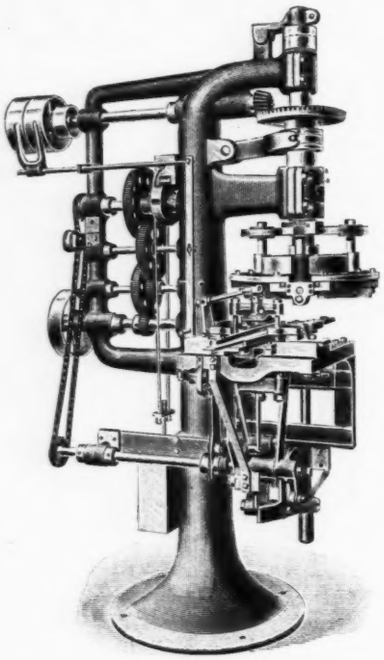
We furnish complete outfits for making these Cans.

Round, Square or Irregular Shapes.

All Packers, Brokers, Jobbers and Retailers should recommend goods packed only in this package.

MAX AMS MACHINE CO.

MT. VERNON, N. Y.

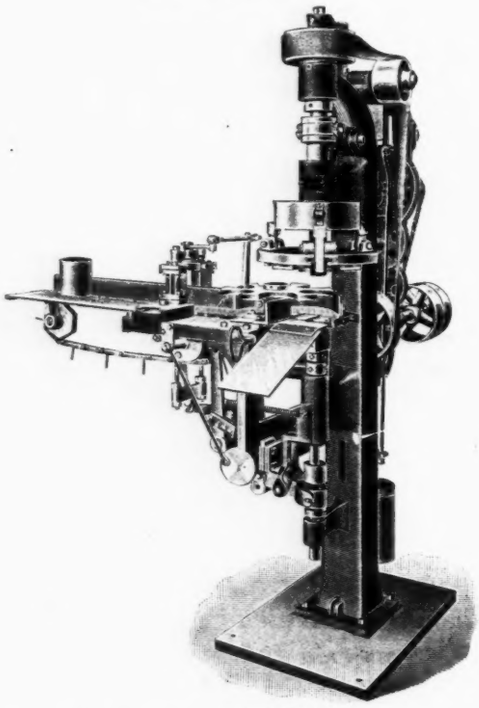


PATENTED.
THE CANS STAND STILL.

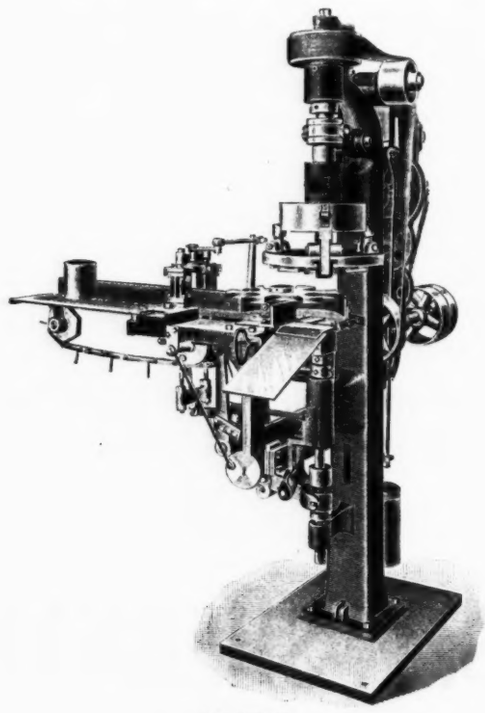
THE CANS STAND STILL
IN THE
STEWARD SANITARY CAN SYSTEM.

If you have not thoroughly—definitely—investigated the merits of these machines, you owe it to yourself to do so—now. . . . . .
Every packer who aims for something good, should use the best, that is ours. Our cans and machines are having grand success, and they have a record. The Cans Stand Still. . . . . .
We expect to have a factory in Western New York so that our friends can get cans at reasonable freight rates. . . . . .

SOME CANNERS are using several of our Double-Seamers—ONE 28; ANOTHER 50 Machines.
Three Concerns in Maine will have a capacity of nearly a million cans a day the coming season.
"ENOUGH SAID."



PATENTED.
THE CANS STAND STILL.



PATENTED.
THE CANS STAND STILL.

PARTICULARS FOR THE ASKING.

L. & J. A. STEWARD,

RUTLAND, - - - - VT.

BALTIMORE CANNED GOODS MARKET.

REPORTED BY BROKERS.

F. O. B. Baltimore. Country Goods, F. O. B. Cannery.

UNLABELED GOODS ABOUT 2½c. LESS.

APPLES.

	Cash.	Regular.
Standard 2s	$	50
" 3s		60 62½
" Gallons		1 90 2 00

BAKED BEANS.

Lunch 1s	$	31 35
" 2s		40 45
Tall 2s		40 45
" 3s		55 75

BEANS.

Green String 2s	$	47½ 50
" " 3s		65 70
" " Gallons		1 95 2 00
White Wax 2s		42½ 45
" " 3s		65 70
" " Gallons		1 75 1 80
Refugee 2s		65 70
" Extras, 2s		1 25 1 40
Green Lima 2s		90
" " small 2s		1 10 1 25

BERRIES

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 2 Standard Strawberries	$	65
" Extra Fancy Preserved Strawberries		1 20
No. 1 Ex. Pres. Strawberries		75
" 2 Standard Raspberries		70
" Ex. Pres. Red Raspberries		1 20
" Standard Blackberries		75
" 3 " "		
" 2 Extra Blackberries		1 20
" " Fancy "		
" Standard Gooseberries		90
" " Blueberries		75

T. J. MEEHAN & CO., Brokers, Baltimore.

Blackberries, 2s	$	75 77½
" " Pres		1 00 1 10
Blueberries, 2s		75 80
Strawberries, 2s		65 67½
" Preserved 1s		70 75
" " 2s		1 10 1 30
" Gallons		3 75 4 00
Gooseberries, 2s		80 85
Raspberries, Red 2s		70 72½
" " " Preserved		1 10 1 15
" Black 2s		70 72½
" " " Preserved		1 10 1 15

CHERRIES.

Red 2s	$	55 60
White 2s		1 10 1 20
Extra White		1 40 1 50

CORN.

T. J. MEEHAN & CO., Brokers, Baltimore.

No. 2 Full Standard, Shoepeg	$	50 60
" New York or Maine Style		55 65
" Seconds, Soaked		
" Standard, Evergreen		45 50

J. L. ROWLAND & CO., Brokers, Baltimore.

No. 2 Full Standard, Moist Pack	$	45 47½
" New York or Maine Style		50 55
" Seconds		

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 2 Standard Sugar Corn, Harford Co.	$	47½
" " " Dry Packed		55
" Ex. Sugar Corn, fine qual., dry pk'd.		70

H. H. TAYLOR & SON, Brokers, Baltimore.

No. 2 Full Standard, Moist	$	50 55
" New York or Maine Style Dry Pack		52½ 57½
" Seconds " " "		45

E. C. SHRINER & Co., Brokers, Baltimore.

2s Stowell's Evergreen Corn Standard	$	47½
2s Standard Shoe Peg Corn		52½ 55
2s Extra Standard Corn, Maine Style		50 55

CORN AND TOMATOES.

No. 2	$	75
No. 3		

OKRA.

Standard 2s	$	70
" 3s		90

OKRA AND TOMATOES.

No. 2	$	65 70
No. 3		85

OYSTERS.

	Cash.	Regular.
E. C. SHRINER & CO., Brokers, Baltimore.		
1s Lunch, Selects, Oval Cans	$	1 10
1s, 6 Ounce Selects		1 30
2s, 12 " "		2 50
1s, 4 Ounce	$	65
2s, 8 "		1 30
1s, 5 "		70 72½
2s, 10 "		1 40 1 45
1s, Light Weight		42½ 45

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 1 Extra Lunch	$	1 10
" 2 "		
5 oz. No. 1 Standards		70
10 " "		1 40
5 oz. Standards, tall cans		72½
10 " " "		1 45
4 oz. No. 1 Cove		65
8 " 2 "		1 30
No. 1 Light Weights		40
" 2 " "		75

PEARS.

Bartlett 2s	$	65
" 3s		75
Extra Bartlett 2s		
" " 3s		

PEACHES.

H. H. TAYLOR & SON, Brokers, Baltimore.

No. 3 Standard, Yellow	$	1 45 1 60
" Seconds, "		1 25
" Pie Unpeeled		85 90

T. J. MEEHAN & CO., Brokers, Baltimore.

No. 3 Extra Standard Yellow Peaches	$	1 60
No. 3 " Selected " "		1 80
No. 3 Standard, Yellow, Balto. packed		1 50
" Seconds, Yellow		1 20
" " White		1 20
No. 2 " Peaches		95
No. 2 Standard, Yellow		1 20 1 25
" " White		1 20 1 25
Gallons, Pie		2 65
No. 3 Pie		85

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 3 Pies, Unpeeled	$	85
" " Peeled		1 15
Gallon Pies, Unpeeled		2 75
" " Peeled		
No. 2 Seconds, White		90
" " Yellow		90
No. 3 Seconds, White		1 20
" " Yellow		1 25
No. 2 Standards, White		1 00
" " Yellow		1 05
No. 3 Standards, White		1 50
" " Yellow		1 50
" Ex. Selected, Yellow		1 75

E. C. SHRINER & CO., Brokers, Baltimore.

No. 1s Extras, Sliced for Cream	$	95 1 00
" 3 Standard, White		1 35 1 50
" " Yellow		1 40 1 50
" 3 " Extra Yellow		1 65 1 75
" 3s Selected, Yellow		1 75
" 3s Country Standards, Yellow		1 45
No. 2 Standard White		1 10
" Extra Standard, Yellow		1 15
" Seconds, White		90
" " Yellow		95
" 3 Seconds, White		1 15 1 20
" " Yellow		1 20 1 25
" 3s Peeled Pie, Yellow		1 15
" Pie, Unpeeled		82½ 85
Gallons, Pie, Unpeeled		2 75
" " Peeled		

PEAS.

H. H. TAYLOR & SON, Brokers, Baltimore.

No. 2 Early June, Full Standard	$	75 80
" " " Sifted		85 90
" " " 2ds, labeled Standard		70
" Soaks		40 45
" Seconds		55 60
" Marrowfat, Full Standard		70 75
" Extra Sifted		1 15 1 35
" Petit Pois		1 75

T. G. CRANWELL & Co., Brokers, Baltimore

No. 2 Second Marrowfat	$	70
" Standard " White		75
" Second Early June		70
" Standard "		70 75
" Extra "		80
" Sifted "		90 1 00
Ex. Sifted "		1 25 1 40
Ex. Fan. Sif'd " Petit Pois		1 60 1 75

PEAS—Continued.

	Cash.	Regular.
E. C. SHRINER & CO., Brokers, Baltimore.		
1 Sifted Early Junes		57½
1 Finest Sifted, Petitis Pois	85	90
2 Early June Standard	75	80
2 " Sifted		85
2 " Extra Sifted	1 00	1 10
2 " Extra Fine Sifted	1 25	1 35
2 " Petit Pois	1 50	1 75
2 " Seconds	70	72½
2 " " Sifted		
2 " " Extra Sifted		
2 Extra Standard Early Junes		80
2 Extra Standard Marrowflats		80
2 Marrowfat	75	80
2 " Sifted		85
2 " Extra Sifted	1 10	1 50
2 Seconds	70	72½

PINEAPPLE.

E. C. SHRINER & CO., Brokers, Baltimore.	
2s Seconds in Water, E. & C	75
2s Standards in Syrup, Not E. & C	90
2s " " " E. & C	1 00
2s " Grated, in Syrup	1 20
2s Extra Standard, Whole Circles, E. & C	1 30
2s Selected, Whole Circles, Heavy Syrup	1 45
2s " Grated, Heavy Syrup	1 50
2s Fancy Extra Selected, Preserved Sliced	1 80
2s Fancy Extra Selected Grated, Preserved	1 80
1s Standard Grated, Heavy Syrup, E. & C	90
1s Fancy Grated, Preserved	95
1s Cocktail, Heavy Syrup	95
2s Pie Grated, Solid Packed... .50 in Syrup	50
3s Pie Grated, Solid Packed... .65 in Syrup	70
Gallon Pie Grated, Solid Packed 1.80 in Syrup	1 90
T. G. CRANWELL & CO., Brokers.	
No. 2 Seconds, Not Eyeless	70
" " Eyeless and Coreless	85
" Standards, Not Eyeless	90
" " Eyeless and Coreless	1 00
" Ex. " " "	1 30
No. 1 Ex. Fancy Sliced, Eyel's & Corl's	90
" " Grated	90
" " Cocktail	90
No. 2 Extra Fancy Grated	1 75
No. 3 Pie Grated, in Water	65
" " in Syrup	70
Gallon " in Water	1 80
" " in Syrup	1 90

TOMATOES.

	Cash.	Regular.
T. J. MEEHAN & CO., Brokers, Baltimore.		
No. 3 Full Standards	1 02½	1 05
" Seconds	97½	1 00
No. 2 Full Standards	80	82½
" Seconds	75	77½
Gallons, Standard	3 25	3 30
J. L. ROWLAND & BRO., Brokers, Baltimore.		
No. 3 Full Standard	92½	95
" Seconds	82½	85
No. 2 Full Standard	70	72½
" Seconds	62½	67½
H. H. TAYLOR & SON, Brokers, Baltimore.		
No. 3 Full Standard	1 05	1 10
" Seconds, Labeled Standards	97½	1 00
No. 2 Full Standards	82½	85
" Seconds, Labeled Standards		75
T. G. CRANWELL & CO., Brokers, Baltimore.		
No. 2 Standard Tomatoes	82½	
" 3 " "	1 05 1 10	
" 3 Ex. Select Tomatoes, Tall Cans		
" 3 Second Tomatoes	95 97½	
" 2 "	75	
Gallon Standard Tomatoes	3 30	
E. C. SHRINER & CO., Brokers, Baltimore.		
No. 3 Standard	1 05 1 15	
" " Country	1 05 1 15	
" " Extras	1 20	
" " Fair	1 02½ 1 10	
No. 2 Standard	80 82½	
" " Country	80 82½	
" Second	75	
" 3 "	1 00	
Gallon, Standard	3 25	

NEW YORK CANNED GOODS MARKET.

(Reported by Special Correspondence.)

APPLES—Gallon New York State	3 10 @ 3 25
" Maryland gallons	
" No. 3 Standards	75 85
APRICOTS—California Standards 2½s	1 50 1 60
ASPARAGUS—Oyster Bay	3 75 3 80
" No. 3 Tips	2 50 3 00
BEANS—No. 2 Lima	1 00 1 25
" No. 2 String	55 60
" Baked, No. 3	60 65

NEW YORK CANNED GOODS MARKET—Continued.

CORN—No. 2 New York State	57½ 75
" " Maine	70 80
" " Southern	52½ 55
" " Western, 2s	42½ 57½
LOBSTER—Flats, ½-lb	1 85 2 05
" flats, 1-lb	3 50 3 60
OYSTERS—5 Ounce Standards	90 95
" 2-lb. 10 Ounce	1 65 1 70
PEACHES—2½ Standard, California Yellow	1 60 1 65
" No. 3 Extra, California	2 50 2 60
" Southern Standard 3s	1 50 1 55
PEARS—California 2½	1 50 1 65
PEAS—No. 2 Early June Extra Sifted	1 30 1 50
" " " " Sifted	1 05 1 20
" " " " Standard	80 85
" " " " Seconds	62½ 65
PINEAPPLE—No. 2, Eyeless and Coreless, Extra	1 60 1 90
" " Grated	1 50 1 65
" Standards	1 05 1 25
" Gallon Pie, Grated	2 40 2 50
PUMPKIN—No. 3	60 65
" Gallon	1 75 2 00
SALMON—Columbia River talls, 1-lb	1 65 1 70
" " " flats, 1-lb	1 80 1 85
" " " " ½-lb	1 12½ 1 15
" Alaska Red, talls, 1-lb	1 00 1 02½
" Medium Red, talls, 1-lb	
" Chums, talls, 1-lb	
" Sockeye, flats, 1-lb	1 65 1 70
" " talls, 1-lb	1 50 1 55
" " flats, ½-lb	1 12½ 1 15
" Alaska Pink, talls, 1-lb	90 92½
" Cohoes, talls, 1-lb	97½ 1 00
" Cohoes, flats, 1-lb	1 15 1 17½
STRAWBERRIES—Gallons	
" Standard 2s	55 57½
SUCCOTASH—Maine pack, 2s	
" State pack, 2s.....75 80 Southern	67½ 70
TOMATOES—No. 2 Standard Maryland	82½ 85
" No. 3 " "	1 05 1 15
" No. 3 " New Jersey	1 10 1 12½
" Gallons, Maryland	3 35 3 50
" Gallons, Jersey	3 50 3 75

CANS AND CANNERS' METALS.

F. O. B. BALTIMORE, MD.

CANNERS' AND PACKERS' SOLDERS.

	½x½	9x10	8x10
Drop and Bar	$ 23	22	20
Wire Coil	23	22	20
Wire Segments			

CANS.

AMERICAN CAN COMPANY.

No. 1 S. H	$ 9 50 per thousand.
No. 2 S. H	12 50 "
No. 2 P. H	13 00 "
No. 3 P. H	16 50 "
Gallon P. H	40 00 "
No. 3 Jersey P. H., Standard	17 50 "

SOLDER HEMMED CAPS.

S. H. $ .85 P. H. $1 30 P. A. H. $1 70 per thousand

INDEPENDENT PRICES.

No. 1.	2 S. H.	2 L. H.	3 Stand.	Gallons.
$9.50	$12.50	$13.00	$16.50	$40.00 per thousand

SOLDERING COPPERS MATERIALS, ETC.

Canmakers' Coppers	$ 24
Carboys	1 50

TIN PLATES.

I. C., 14x20, Charcoal Alloway	$
I. C., 14x20, 107 lbs. Bessemer Steel	3 57
I. C., 14x20, 100 lbs. Bessemer Steel	3 41
I. C., 13½x19½, 95 lbs. Bessemer Steel	3 15
I. C., 13½x19½, 90 lbs. Bessemer Steel	3 09
I. C., 14x22, 110 lbs. Bessemer Steel	
I. C., 14x22, 100 lbs. Bessemer Steel	3 76

PIG TIN.

	5 to 10 tons	1 to 4 tons
Straits	$37 12½	37 25
Malacca	37 12½	37 25

PIG LEAD.

Omaha	$ 5 75	6 00

Standard Sizes for Cans.

	DIAMETER.	HEIGHT.
No. 1 Cans	2 11-16 in.	4 in.
No. 2 Cans	3⅜ in.	4 9-16 in.
No. 2½—California	4 in.	4¾ in.
No. 3 Cans	4 3-16 in.	4⅞ in.
No. 6 Cans, to contain double the quantity of No. 3		
No. 10 Cans, (Gallons)	6¼ in.	6⅞ in.

All outside measure at largest parts.

HEYDEN SUGAR CRYSTALS

NOT a PRESERVATIVE, but a SWEETENER.

PURER, CLEANER, MORE HEALTHFUL, CHEAPER AND BETTER TO USE THAN CANE SUGAR.

WRITE FOR AUTHORITIES.

Branches: Boston, Chicago, Philadelphia, Providence, Montreal, Hamilton, } Canada.

LOCAL WESTERN AGENT:
E. E. MANHARD, - Waterloo, Iowa.
LOCAL SOUTHERN AGENT:
R. C. GRIFFITH & CO., Baltimore, Md,
LOCAL N. Y. STATE AGENT:
W. H. SMITH. - Le Roy, N. Y.

A. KLIPSTEIN & CO.,
122 Pearl Street,
NEW YORK CITY.

THE LARGEST CANNERS USE

PERFECTION SOLDERING FLUX

PERFECTION TOMATO COLORING

PERFECTION TOMATO COLORING

WE MAKE COLORING FOR SUGAR BEETS, FRUITS, BERRIES, Etc. **SAMPLES FREE.**

BALTIMORE CHEMICAL COMPANY,

Write for particulars regard coloring etc. **400-401 MARINE BANK BLDG., BALTIMORE, MD.**

ESTABLISHED 1870

Have your Canned goods become soiled or rusty?
If so, coat your cans with

MAIER'S SILVER LACQUER

This Lacquer will cover all rust and make your cans look bright, same as original; applied with a brush. Put up in cans.

JOHN G. MAIER'S SONS

Manufacturers Lacquers, All Colors

Baltimore, Md.

CANTON BOX COMPANY,

2501 to 2515 Boston St.,

BALTIMORE, MD.

Packing Boxes.

Made up or in Shooks. **Cargo or Carload.**

The South

Offers the Largest Field for the Truck and Fruit Grower and is destined to be the seat of Important Canning interests.

Cannery Locations

Are available now in various sections traversed by the

SOUTHERN RAILWAY
AND
MOBILE & OHIO RAILROAD

Locations unexcelled in point of Raw Materials and Proximity of Markets.

M. V. RICHARDS,

LAND AND INDUSTRIAL AGENT,

WASHINGTON, D. C.

BUCKLINITE COATED CANS

If you contemplate using our coated cans you should give us your order as early as possible to insure having them when needed. There is every indication that we will be taxed beyond our capacity.

The coating of these cans is composed of a evgetable gum entirely harmless. Process and article patented.

NATIONAL CANNING & MANUFACTURING CO.

C. S. BUCKLIN, Managar

BOSTON AND HUDSON STREETS
BALTIMORE

SPECIAL AGENTS IN THE EAST FOR

The Sprague Canning Machinery Co.

"Hawkin's"Continuous Capper,
"Jersey Queen" Filler,
Model "M" Corn Cutter,
Corn Cookers, Silkers,
and all
MACHINES FOR CANNING PURPOSES.

A 608 page Catalogue for the asking.

GEO. E. LOCKWOOD, 308 CHESTNUT STREET, Philadelphia, Pa.

If it is used in a Canning Factory I Sell it.

Cans, Shooks, Solder, Crates, Climax Flux, "Lockwood" Gas Machines. Tools, and Etc., Etc.

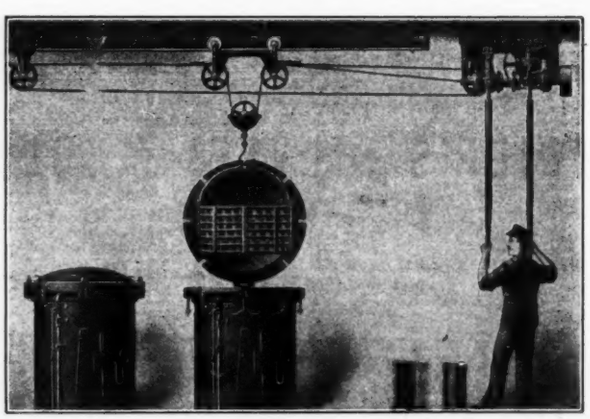
Dont worry, ask me, I'll get it for you.

SECOND HAND CANNING MACHINERY.

My Motto:—
The Buyer Must be Satisfied.

BETHLEHEM

BEST HOIST EVER BUILT.



Friction Clutches Throughout.
Sure Limit Stops. Greatest Daily Capacity.
MOST DURABLE.
No Hard Work For Operator.

MANUFACTURED BY
BETHLEHEM FOUNDRY AND MACHINE COMPANY,
SOUTH BETHLEHEM, PA.
We are Specialists in Hoisting Machinery.

EMPLOYMENT EXCHANGE.

Paid subscribers can use this column *Free* for securing either positions or hands. To all others the charge is 20c. per line, one time, or 50c. per line, monthly; cash with order. Where the address is care of THE TRADE, stamps should be sent for answers, as the P. O. requires renewed postage on such.

HANDS WANTED.

THE POINT IS JUST THIS—Are you dissatisfied with your present position—or have you an employee who is unsatisfactory. In either case, where could you better turn for relief, than to a corps of trained employment experts. We have secured better positions for thousands of men, and have supplied thousands of employers with competent men. Why hesitate? Booklets can be secured for the asking.
HAPGOODS, Suite 511; 309 Broadway, New York City.

WANTED.—Canning Factory Manager for factory in Ohio. One who is thoroughly experienced in the packing of spinach, beets, tomatoes, string beans, pumpkins and apples. Applicant must be temperate, able to handle help intelligently and have a successful record. State age, reference, salary expected and give full particulars. Address, T. C. Care The Trade.

WANTED—Canning Factory Superintendent and Processor for factory in Central New York; one who is thoroughly experienced in the packing of peas with viner, also string beans, corn, apples, beets and pumpkins; applicant must be temperate, able to handle help intelligently and have a successful record; state age, reference, salary expected and give full particulars. Address C. A. N., care *Utica Press*, Utica, N. Y.

SITUATIONS WANTED.

WANTED—Clerical Position in Baltimore cannery; am at present employed with well-known concern; can refer to them. If you desire a thoroughly competent man who means business, kindly address J. B. F., care The Trade.

WANTED—Position as Processor; thoroughly understand packing fancy fruits and vegetables in glass or tin; also, making jams, jellies, preserves, butters, soups, catsup and other condiments; also, the packing of pork and beans; have had a number of years' experience in handling canning machinery and factory help. Address Expert, care The Trade.

WANTED—Position as processor in first class plant packing peas, corn, beans, apples and tomatoes. Expert on Maine style corn and dry pumpkin. Will sign for moderate salary until January 1, if preference is given, after approval, for 1906. Western or southern factory preferred. Address, stating what you have to Western, care of The Trade.

POSITION WANTED.—An all around preserver, Ketchup, Sauce or Mustard Maker, Understanding Canning, Pickling and Salting, with the best of references and years of experience, is open for position. Address Preserver, 213 Conti St., Mobile, Ala.

Notice to packers and canners---Your attention is called to the fact that the Superintendent Processors' Association furnishes you with first-class expert processors and superintendents free of charge, therefore, when you desire to make a change or are in need of a good superintendent or processor, kindly drop the Secretary a card or send stamps and he will furnish full particulars, so you can be placed in communication with several, and thereby select your own choice and make your own terms with them. For full particulars, address Wm. Smith, Secretary, Superintendent Processors' Association, care The Trade, Baltimore, Md.

Condensed Soup Chef. Makes highest grade and largest selling condensed soup on the market at present. Has had long experience and is thoroughly competent to make the goods and run the department. Would prefer to hear only from firms who would manufacture on a large scale. Address A. Z., care of The Trade.

POSITION WANTED—By processor and manager of 20 years experience, Can equip and manage all departments of factory or farm, good manager of help and familiar with all the latest and most approved machinery and methods. Corn, Peas and Baked Beans a specialty, also a full summer and winter line of fruits, vegetables, oysters, shrimp, etc. References from most progressive Canners. Address, Experience, 212 N.Gilmor St., Baltimore, Md.

Pickle and Preserve manufacturer wants position as foreman or manager, thirty years experience, thoroughly up to date, can make anything, thoroughly experienced in every detail. S. 1156 Fifth Ave., Grand Rapids, Michigan.

WANTED—A Position as Processor, have had ten (10) years experience in packing and canning all kinds of fruits, tomatoes. beans and pumpkins. can give the best of reference. Address, A. C. A., Box 213 Delhi, Ontario, Can.

WANTED.—Position as Salesman with good, reliable canned goods house; am thoroughly familiar with the line or will accept situation as superintendent of a canning factory for the season of 1906. Can give best of reference. Address RIGHT, care of THE TRADE.

WANTED—A Position as Superintendent or Manager. Have had twenty years practical experience, thoroughly acquainted with the canning business in all its branches, can give reference if desired. If you contemplate making a change or desire a Sober up to date man of the above experience, write me, and state your wants, to avoid a long correspondence. Address, Sober, Care The Trade.

WANTED—Situation as manager or processor, practical, understands processing and canning of all kinds of fruits, vegetables and Winter goods, sauer kraut, baked beans, Cove oysters, sweet potatoes, etc., can make cans by hand or machinery, and attend to all machinery for can making, all kinds of capping. Twenty years experience, best of references. Lawrence King, 2208 Fairmount Avenue, Baltimore, Md.

POSITION.—As Superintendent Processor; have had 14 years' experience in packing and processing all kinds of fruits and vegetables; I am up to date in steam fitting and installation, care and working of all the machinery used in a factory—in fact, can give plans and superintend the building of new plants complete; am a good manager of help; am strictly temperate and can give the best of reference. Adress G. G. W., 612 East Grand River street, Clinton, Mo.

WANTED—Position by sober young Man; 10 years' experience as processor or assistant superintendent on all kinds of fruits and vegetables, with factory beginning work first of April or later on; can run capping machine or work as all-around man; reference given as to sobriety, etc. Address W. M., care The Trade.

WANTED—A position as Superintendent and Processor for the season of 1906; can pack a full line of fruits and vegetables; am married and strictly temperate; can furnish the best of references. Address C. F. S., Westfield, N. Y.

SITUATION WANTED.—Situation wanted by capable Superintendent and Processor; please investigate. Address, "INVESTIGATE," care THE TRADE.

WANTED—Position as Processor during pea packing season; would engage for thirty days. Address, Pea Processor, care of The Trade.

WANTED—Position as Jam, Jelly and Catsup Cook, with 14 years experience, understands Salting and Pickling. Can furnish best of reference.
"P. T." care of Trade.

POSITION WANTED—By Processor and Manager having years of experience packing fruit and vegetables of all kinds, also winter goods and making of cans. Am familiar with all the latest and most approved machinery, can give best of references as to character and ability. Address, T. C. care of Geo. E. Lockwood, 308 Chestnut St., Phila. Pa.

WANTED—Position by up-to-date Processor, who understands the full line of corn, tomatoes, string beans, apples, pumpkin, etc.; in other words, fruits and vegetables; understands machinery and can give the best of references. Address Practical, care The Trade.

POSITION WANTED—By a strictly temperate Man, one who can handle a factory from the office work to the wareroom on all kinds of fruits, vegetables, jams, jellies, kraut, pickles, etc.; can give the best of references. For further particulars, address "Business," care of The Trade.

When in Doubt

whether it be of how to pack any special article, of the exact directions to put up anything in canned or preserved goods,

Consult

me, and I will give you the benefit of my years of experience in this line, and the charge will be very reasonable.

W. L. Hinchman,

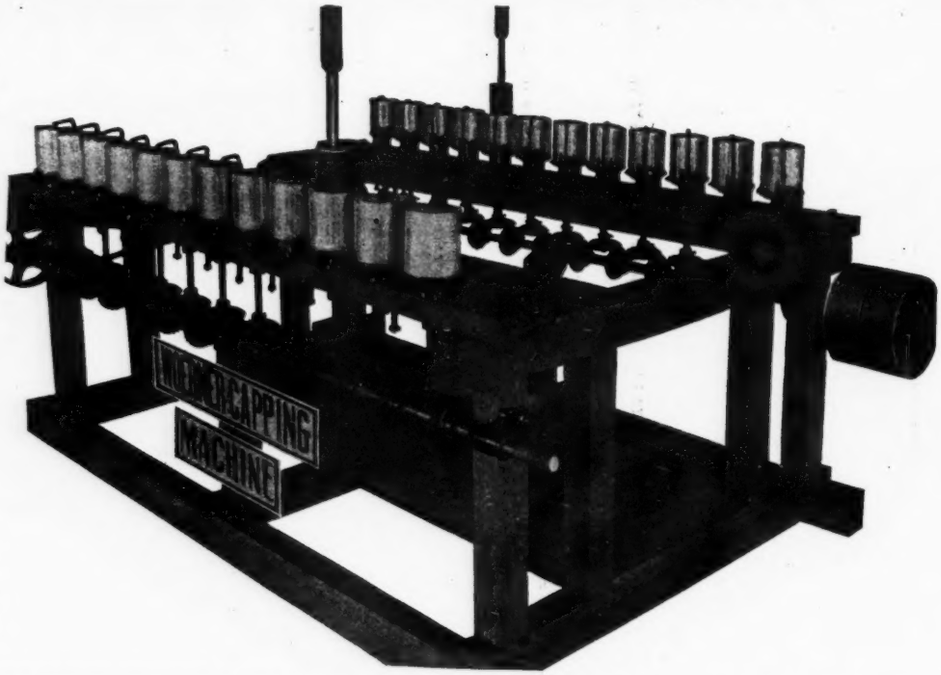
26 Milton Ave., Baltimore, Md.

CAPS SYRUP GOODS WITHOUT SCORCHING

We have been told by different canners and workmen of large experience that our capper

BEATS ANY OF THE HIGH PRICED CAPPERS 40 DIFFERENT WAYS.

It will do work that no other capper will do—that is Cap Syrup goods without trouble or scorching; also, tall cans and No. 1, No. 2, No. 2½ and Standard, without any adjustment



NO FACTORY LARGE OR SMALL IS COMPLETE WITHOUT IT.

The canner who now packs from 10,000 to 15,000 cans per day, or less, by hand, can save the cost of this Capper in one season. Make no mistake—Labor is getting scarce and more independent every day, and you must overcome it by doing with less labor.

WE CAN PROVE OUR WAY OF CAPPING IS THE CHEAPEST, surest and best way, excepting none. We have the best and stand ready to prove it.

If anyone buying a capper this winter, will send us the top of a can, we will have a pair of steels made free of charge, send a man to start the capper and give all necessary points. Do not delay.

DAVID C. WOERNER, Liverpool, N. Y.

S. O. RANDALL,
416 Marine Bank Bldg., Baltimore,
Southern Agent.

A Model Canning Factory

The plant shown is one of the most complete and perfectly appointed in the country. Under

THE HASTINGS SYSTEM

it cost less than if the owners had undertaken their own contracting. We saved them money and gave them a better, more practical and more economical plant to operate.

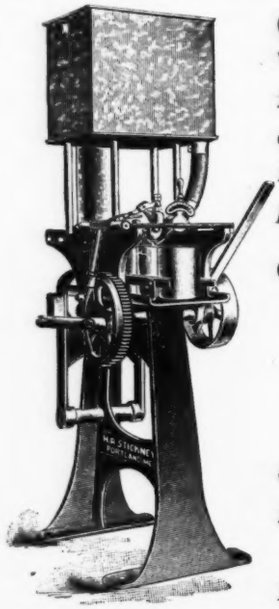
We Build Everything for the Fruit and Vegetable packing business. We constantly employ expert engineers, architects and superintendents.

Our Experience is Your Safeguard. Our line of machinery is complete, including Automatic Corn and Tomato Fillers, Power Capping Machinery, Horizontal, Open and Closed Retorts, Traveling Hoists, etc., Engines, Boilers, Pipe, Fittings, Belting and other general equipment —all modern and efficient in every respect.

Refitting for Profit—If your factory expense is eating up your profits, write us. We can turn the flow of money the other way. Address

THE HASTINGS INDUSTRIAL CO.,

Cor. LaSalle & Lake Streets, - - Chicago, Ill.



SYRUPING MACHINE

instantly adjustible for any quantity while going, and feeding one, two or three pound cans.

Capacity Single Line, 25,000 daily
Price $125.00.

Double Line, Double Capacity.
Price $175.00.

Special can filling machines for all purposes handling CONDENSED MILK, BAKED BEANS, FATS, OILS, MUSTARDS, &c., in round or square cans or glass jars.

New England Special Agent for Sprague Canning Machinery Company's full line.

HENRY R. STICKNEY,
PORTLAND, ME.

TIN PLATE TALKS.

DO YOU REALIZE?

That to the public mind, most all the "taint talk" about canned goods originates with the idea that the tin plates used in the manufacture of cans will poison. This is sometimes wrong, but when our

"CLEAN and BRIGHT"
Plates are used IT'S IMPOSSIBLE.

WHY NOT USE THEM AND DO AWAY WITH TROUBLE?

POPE TIN PLATE COMPANY,

CHARLES E. POPE, President.

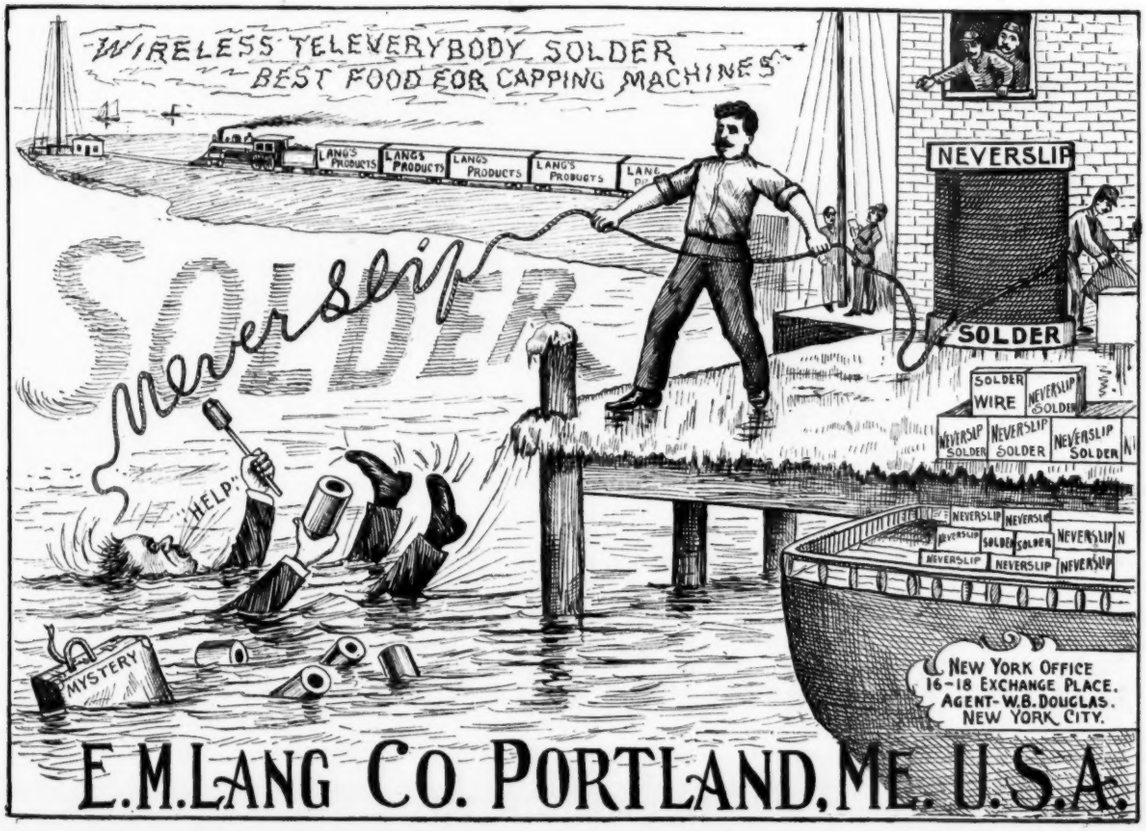
Offices: PITTSBURGH, PA. **Works: STEUBENVILLE, O.**

Cable Address
LANG SYNE

WE CAN HELP YOU!

WE HAVE HELPED OTHERS

Aerogram Address
NEVERSLIP



E.M.LANG CO. PORTLAND, ME. U.S.A.

PROMPTNESS

in making Deliveries is one thing for which the Wheeling Can Co. is famous.

For the season of 1906 we will have a largely increased capacity and greater storage facilities, and will be in a position to take care of and furnish promptly any contracts we may undertake, and we trust that the trade will communicate with us and inquire into our facilities for furnishing them good Cans and making prompt shipment before placing their contract.

Our Word Backed Up

We offer the trade the following testimonial letter which we trust will convince them that we are able to furnish cans that are as nearly perfect as it is possible to make and that we are at all times in position to make prompt and quick shipments.

Eureka, Ill., Nov. 15, 1905.

Wheeling Can Co., Wheeling, W. Va.

Gentlemen:—Answering your favor of the 13th inst., we beg to state that our season's business with you has been most satisfactory. We have bought something over two million 2 lb. and 5 or 6 cars of 3 lb. cans and we have not had the slightest complaint of any nature to make on any shipment. As a season's supply of cans, they were the best that we ever used.

Your shipments have been prompt whenever requested and your attention to all of our orders and reqests has been all that we could possibly ask.

Yours very truly,

DICKINSON & CO.

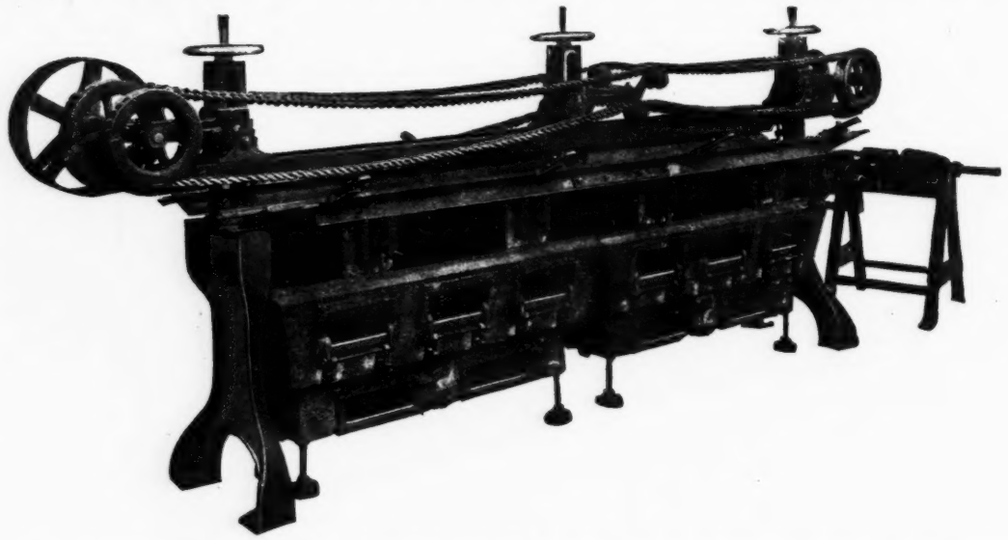
Wheeling Can Company,

OLIVER J. JOHNSON, President.

WILLIAM DUGDALE, Sales Agent for Indiana and Kentucky,

301 Majestic Building, Indianapolis, Ind.

DOUBLE CHAIN FLOATER



This Machine is the very Latest Design of Chain Floater, and will float the tops and bottoms of 130 3 lb. Cans per minute. It is a Complete machine in every respect, having aciding and cooling belt devices attached, and has proven to be a great solder saver. It is made either with or without a coal furnace.

SLAYSMAN & COMPANY,

Factory: ***125-127 East Falls Avenue.*** Office and Salesrooms: ***200 West Falls Avenue.***

BALTIMORE, MD.

With the Approaching Season Close upon You

MAKE NO MISTAKE!

In the Purchase of Your New Equipment

You'll Make no Error if You Install

MONITOR MACHINES

FOR THEY ARE BEST
BEST IN CONSTRUCTION
BEST IN OPERATION
BEST IN LOWEST ULTIMATE COST

Our Catalogue tells why MONITOR

PEA CLEANERS
PEA GRADERS
STRING BEAN GRADERS
STRING BEAN CUTTERS
CAN FILLERS
PEA BLANCHERS
PEA WASHERS

ARE BEST

SEND FOR THE CATALOGUE TODAY
AND GET IN LINE WITH PERFECT EQUIPMENT

HUNTLEY MFG. CO.

SILVER CREEK - - - - - NEW YORK

LIFE INSURANCE

Costs a lot of money, and recent developments suggest serious questions regarding it. *Worry* destroys more lives than work. We offer : : : : : : : : :

WORRY INSURANCE

without extra charge, to the users of our cans. This is afforded by

. . Our Quality . .
Equalled by none

. . Our Capacity . .
Greater than *all others combined*

. . Our Factories . .
Separated againt *fire loss*

AMERICAN CAN COMPANY

NEW YORK
BALTIMORE
CHICAGO
SAN FRANCISCO